Nov. 1991 Not Filmed

Products, Systems That Drew Top Reader Response p. 30

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DECEMBER 1991

SECURITY®

THE MAGAZINE FOR SECURIT ISION MAKERS

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Security Manager
Nike Inc.

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SECURITY®

THE MAGAZINE FOR SECURITY DECISION MAKERS

A CAHNERS PUBLICATION/VOLUME 28, NUMBER 12/DECEMBER 1991

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SECURITY NEWS

Reports and incidents that impact security.

TRAINING

Battle For Attendance

In the battle for exhibit attendance, the New York City International Security Conference (ISC) is a clear 1991 winner over the American Society for Industrial Security (ASIS) show in Orlando.

Audited attendance at ISC in New York included 4,861 advanced registered and 2,962 on-site registrants — for a total of 7,823. A press release from ASIS included 3,176 registered attendees with 2,367 exhibit viewing only — for a total of 5,543.

The International Security Conference (ISC), held in New York City, drew 41 percent more attendees than the ASIS exhibit this year.

MONITORING

Venture Money Captures Large Alarm Firm

In mid-September, an investor group that includes Alan Patricof Associates and Morgan Stanley Venture Partners acquired Protection One Alarm Services, which operates in the western states. IHG Capital Corp. of New York and Larrabee Ventures Inc. structured the transaction and arranged financing. "Protection One will serve as a flagship...a base on which to grow," said Tom Berardino, an IHG partner. "With its commitment, we will have plenty of opportunities for expansion."

SCREENING

Officer Averts Baby-napping

In late September, a security officer working at Tulsa's St. John Medical Center seized Kathy Lynn Brown, a former employee while another officer grabbed the newborn Brown was allegedly trying to abduct. A few minutes before, the child's mother reported the newborn was taken from her by "a person dressed in hospital scrubs."

RETAIL

Retail's Hays Has Prevention Advice

Retail Security and Loss Prevention from Butterworth-Heinemann offers retail security help to combat theft and other loss-causing situations. It's authored by Read Hayes, CPP, CST, security consultant with LP Specialists, Winter Park, Fla. He has spent over 14 years in retail loss prevention. The 268-page hard-cover is $45. Order: (800) 366-2665.

Read Hayes has published a new book on retail security.

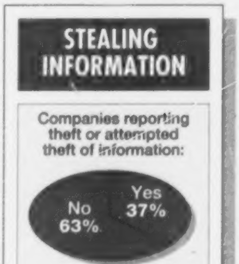
INFO SECURITY

Martin Marietta Wins CSI's Security Award

The information security program at Martin Marietta's Electronics, Information and Missiles Group has received the first annual Computer Security Institute (CSI) Security Program of the Year Award. According to CSI, the award recognizes superior achievement of a corporate information security program.

BRIEFS

Joseph H. Olmstead Jr., of Security Products Marketing, Encinitas, Calif., will promote and create new markets for Automated Security (Holdings) PLC of London. The company recently introduced its TVX security system — a camera on a chip design used in alarm verification for reduction of false alarms. ☐ **Security Education Systems** of Forestville, Calif., has released the third edition of its Disaster Management Planning Manual available in text-only and text-and-software versions. ☐ **IRT Corp.** of San Diego, Calif., completed acquisition of proprietary security technology from AGS Corp. IRT will incorporate the technology into a personnel scanner that detects and locates concealed metallic and non-metallic objects. ☐ **Stellar Systems**, Santa Clara, Calif., was sold by The Wackenhut Corp. in late September to a group of investors. Steller makes and distributes electronic perimeter security systems. ☐ **PC Security**, trading as Westec Security Systems in many markets, has name-changed to Vector Security of Pittsburgh.



STEALING INFORMATION

Companies reporting theft or attempted theft of information:

Source: ASIS Committee on Safeguarding Proprietary Info.

As the value of information increases, so does theft of it, according to an ASIS study.

Digital CCTV–It's a Revolution

Specifications change as digital brings features, connections, pressure to retrofit analog CCTV.

New Digital CCTV Offerings

Still Image Recorder/Player

The AG-810 Still Image Video Recorder/Player has Y/C inputs and outputs and composite video inputs and outputs. The unit can record up to 50 color images on a single two inch floppy disk and uses any television or monitor to display images of up to 350 lines of resolution. Records from standard NTSC signal; controlled by computer via an optional RS-232C interface. — *Panasonic Audio Video Systems Group*

For information circle **302**

Fiber Optic Tool Kit

Jensen's 1992 Master Catalog includes a new tool kit — the JTK-4000 — provides devices for terminating fiber optic cable regardless of the connector manufacturer. Included are most of the tools and supplies used by field service technicians. All are contained in an organizing case. The kit avoids the alternative of buying costly termination kits from the connector manufacturer. — *Jensen Tools Inc.*

For information circle **303**

Microprocessor Camera Control

The MPC Series Microprocessor Camera Control System from Cohu has power and data-line surge suppression to protect circuitry from potentially harmful voltage surges. The MPC can be incorporated into fully integrated systems which could include detection sensors, access control, fire monitoring and energy control. It supports fiber optic, standard coax and microwave. — *Cohu Inc.*

For information circle **304**

Adjustment Free Fiber System Option

The AGC-PLUS is an adjustment free option to FIBERVISION, which automatically self-adjusts a level control circuit that maintains a constant 1 volt pp video output regardless of fiber optic cable attenuation, LED aging, degrading splices or any other factor affecting total optical attenuation between transmitters and receivers. LEDs continuously indicate the presence of video signals as well as operation of both transmitter and receiver. — *Math Associates Inc.*

For information circle **305**

Fiber Optic Video Micro Transmitter

Powered by the camera or 12 VDC, the PT-100u from Meridian Technologies is 1.5 inches in length and .5 inch diameter. Specifications of the transmitter include: 15 MHz bandwidth, >67dB signal-to-noise ratio, 26dB loss budget (5 miles, 8 Km) w/50 micron fiber and 34dB dynamic range (AGC). — *Meridian Technologies*

For information circle **306**

Digital technology speeds up integration.

By Bill Zalud
Editor

Digital video is one of today's omnipotent trends in security's expanding use of closed circuit television systems (CCTV).

Digital video will revolutionize television — the most pervasive communication medium. Already, high definition TV, years away, has accelerated bickering between U.S. and Japanese industry players.

Digital video will speed use of business videoconferencing, desktop publishing, video telephones, interactive systems and electronic cameras. It will also significantly impact security as its computer reliance encourages integration and eases transmission of signals.

Dazzling Array

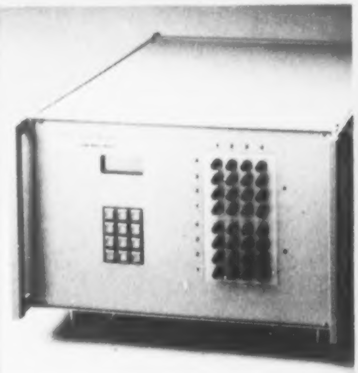
So it's understandable that CCTV manufacturers and integrators now offer a dazzling array of products and systems driven by an equally dizzying parade of technologies.

End users want: increased observation and recording, better identification, more automation as well as "beyond-surveillance" applications such as access control and process control. Also emerging: more efficient ways to integrate CCTV into a total systems' approach.

CCTV suppliers are cranking up picture quality and camera sensitivity; moving from black and white to color; offering more transmission methods; downsizing for concealment and portability; encouraging productivity gains with combined-purpose cabling; expanding with slow-scan remote monitoring; and increasing use of matrix-

Photonic Switching for Network

The Star-Switch Model 1600 is an enhanced version of Astarte Fiber Networks' photonic switching technology. The Model 1600 offers fiber optic facility management and routing features not currently available to private, public or broadcast networks, according to the manufacturer. It automates the process of manually configuring fiber networks and eliminates the requirement for expensive electro-optical converters currently used in fiber optic switching. — *Astarte Fiber Networks Inc.*



For information circle 308

RS-485 Data Interface

The MX/RX Data Interface is a remote mountable module that converts two or four wire RS-485 data signals into modulated light for coupling into fiber optic cables. The device transmits and receives high and low logic level data and the HiZ bus state through duplex fiber optic cables. Comes in module or rack card for either 50/125u or 62.5/125u fiber. — *American Fibertek Inc.*

For information circle 311

HyperScan Sends Photos

High speed, high quality phoneline picture transmission is the aim of the new HyperScan system from Robot Research Inc. It transmits pictures to an IBM or compatible PC with VGA Monitor via regular phoneline, radio or cellular links. The phoneline picture transmission system consists of: TX40 digital picture transmitter; RX40 digital picture receiver disk; and high speed, error-correcting modems. The transmitters can be linked for multiple sites. — *Robot Research Inc.*

For information circle 309

Digital Time Lapse

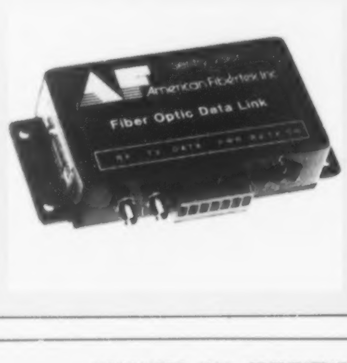
The BV-1300 Digital Audio Time Lapse Recorder from Mitsubishi features up to 240 hours of digitally compressed auto with 480 hours of time lapse video. There's also: on-screen programming, alarm indexing with easy cue and VHS compatibility. — *Mitsubishi Electronics America Inc.*

For information circle 307

Tri-state Fiber Transmission System

A new Digital RS-422/485 Tri-state Fiber Optic Transmission System — the FIBERLINK XR-2100 — transmits EIA tri-state signals of RS-422 and RS-485 via fiber optic cable over distances of up to 3 Km. Compatible with data rates from 0 to 100 Kbits per second. The system accurately transmits the logic 0, logic 1 and high impedance state in full duplex. — *Math Associates Inc.*

For information circle 310



TRANSMISSION METHODS
Which Do You Currently Use?

Coaxial Cable	83.8%
Fiber Optics	23.2%
Microwave	15.2%
Twisted Pair	9.1%
Twisted Pair/Slow Scan	6.1%
Infrared Laser	4.0%
Wireless	3.0%
Don't Know/use	6.1%

Source: SECURITY Magazine

Coax dominates CCTV transmission methods. More than 100% because of multiple responses.

switching and time-lapse.

The transition from analog to digital also matches global changes within the security profession. It complements the transition of security to asset management as well as the flow of organizations from stand-alone functional territories to one seamless, synergistic information system.

Integration of Systems

The foundation of this revolutionary transformation is computer processing — data collection, sharing, storage, retrieval and analysis. Pictures, as music before it, are turning into computer-manipulated data.

Memory Obstacle

There are some obstacles to this digital nirvana.

On the technology side, turning pictures into digitized computer form takes a lot — an awful lot — of memory. Motion, for example, becomes smooth when images change at least 30 frames a second. So one minute of smooth-motion digital video requires a little under two billion bytes of memory storage!

Video motion detection shows off digital benefits.

Manufacturers are beginning to overcome this obstacle with high compression. Mathematically removing what the human eye doesn't see anyway and reducing scene redundancies compresses digital images.

On the installation side, most secu-

CD Takeover Heralds Digital CCTV

By John P. Stahler

There's a revolution in technology today — it's called digital.

Take the music industry, for example. Not many years ago, when you wanted to listen to music, you went to your record collection to remove a large, fragile, vinyl disk. An analog-dependent system would mimic the recorded sound.

Music is Information

Today, however, the rapid explosion of the compact disk (CD) takes music and encodes it as data or a string of digits. The digital data can then be manipulated by hardware circuits or processed by a microcomputer through software.

Such a quick history of the compact disk illustrates benefits of digital technology in security.

Pictures Are Information, Too

Digital technology allows you to do more with cameras and monitors — the traditional analog tools of CCTV. Digital technology converts the camera's video signals into digital data. A string of numbers is created which represents the brightness and color/shade of each of picture point. Each point in each of the camera's video signals gets representative numbers, or "digital data."

Power to Manipulate

You can manipulate and re-group digital data. Pictures from multiple cameras can display on a single monitor for ease of viewing or recording. This is "digital quad," because it displays a different camera in each of the monitor's four quadrants. If you want a full screen image from one camera, "shuffle" the numbers to enlarge the image for full screen display. The numbers can even be manipulated to enhance identification.

In effect, digital technology takes pictures and turns them into numbers which are easily rearranged and recreated in different formats. Users can view surveillance areas in formats convenient to their application needs.

Digital video sequencers allow multiple camera images to be shuffled like a deck of cards and stored on one video recorder.

The pictures from any one camera can be called up for viewing, just like pulling a card out of the deck. This eliminates the need to buy one VCR per camera in large installations.

Transmission Flexibility

Digital phoneline picture transmission technology converts a camera's video information to digital data which can be stored in a personal computer's memory. You can send this digital data by modem over ordinary telephone lines. A receiving unit reconstructs a pixel perfect picture at a location thousands of miles away.

Digital phoneline transmission creates a new market of long distance video monitoring applications.

Clearer Playback, More Info

Digital technology in VCRs allows the playback of flicker-free, low-noise, still images. The images are digitized and, therefore, more precise.

You can easily overlay information such as alarm events, camera titles and time and date information on top of playback. Digital cash registers and automated tellers (ATMs) can overlay transaction information over video rity operations have systems or critical components that are digital unfriendly. Most are just now experimenting with interfacing security systems. Therefore, the buyer transition to digital will proceed slowly but surely, accelerating where a solid business case encourages cost or labor savings.

One incentive is improvement in picture quality. The connection — conductors and wires — among closed circuit television system components is a constant cause of problems. Many times, interference manifests in loss of picture quality — tearing or a flag condition at the top of a monitor screen. The evolution to digital will reduce such problems.

THE SECURITY EVOLUTION

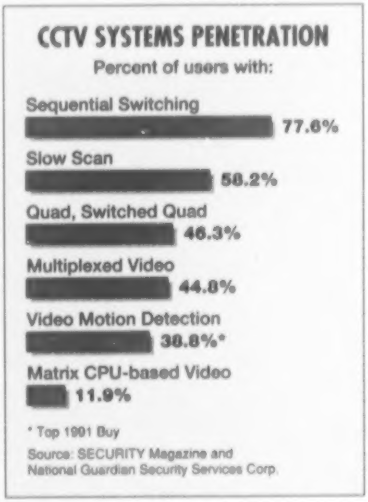
	Yesterday	Today	Tomorrow
Function	Security	Asset Protection	Resource Management
Concept	Stand-alone	Interfacing	Integration
Staffing	Proprietary	Hybrid — Proprietary and Contract	In-house Consultant; Facilities Management Services
Technology	Mechanicals; Analog; Electronics	Electronics; Mechanicals; Networks; Digital	Digital; Networks; Software; Electronics; Mechanicals

Source: SECURITY Magazine

The digital revolution is part of a larger picture of electronics, computers and communication improvements.

Some Areas Ahead of Others

Digital's impact, however, is felt today in some particular CCTV areas. These include: computerized system controls and matrix switching; video motion detection; search, edit and titling capabilities of recorders; and remote monitoring applications where transmission is important. The evolution of the camera into a chip-bound digital collection unit also is underway.



* Top 1991 Buy

Source: SECURITY Magazine and National Guardian Security Services Corp.

Retail paces other users with sophisticated CCTV. Next generation video motion detection gets boost.

Users already embrace a variety of these improvements, according to a national telephone survey conducted by SECURITY Magazine and National Guardian Security Services Corp. According to the survey, CCTV purchasing will focus on video motion detection, slow scan and quad/switched quad approaches.

Transmission Gains

One place where digital can make a big difference quickly is video transmission. The migration is from analog-dependent coaxial cable to a diversity of transmission methods. For example:

Twisted pair — companies now can squeeze more out of their existing wiring or take advantage of less expensive twisted pair installation.

Coax — two-way transmission of picture and controls with more applications-specific computers at both ends of the transmission.

Fiber optic — cleaner transmission that can handle more traffic. Fiber optic is the highway over which Integrated Systems Digital Network (ISDN) will one day switch traffic.

Wireless — the ultimate in installation ease, wireless will get a boost from digital as specifiers become more comfortable with it. ☐

images recorded or monitored.

Control Advantages

Digital technology is now in elaborate control systems. Systems now command distant cameras to zoom in, or pan and tilt to follow an object — all over one video cable. Expensive, labor-intensive camera control cables are history.

A Digital Future

In the future, new features which suit growing and changing user needs will be created through software updates. Digital video applications will enable transmission of live motion pictures to any place in the world over ordinary telephone lines.

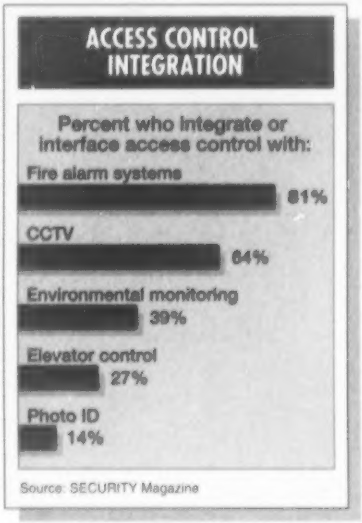
Cameras will not only look at an intruder, they will also perform an identification process. Cameras will automatically track the movement of intruders.

Alarm systems will be more automated and reliable. As intelligence is built in, alarm systems will evaluate alarm situations much like a person does. Smart access control systems will allow more automated — and less human-managed — access to facilities.

John P. Stahler is president and chief executive officer of Robot Research, San Diego, Calif.

SECURITY INDICATORS

Trends and forecasts for determining loss prevention needs.



ACCESS CONTROL INTEGRATION

Source: SECURITY Magazine

Electronic access control integrates with fire alarm systems most often.

INTEGRATED SYSTEMS

Retail Installations Typically Link Access, Fire, CCTV

Retail is king when it comes to access control integration.

Among respondents to a recent national SECURITY Magazine telephone survey, 100 percent of retail electronic access control system owners integrate this function with fire alarm and CCTV technologies. On average, 81 percent of those representing all segments integrate access control with fire; 64 percent interface to CCTV.

Industry, government and institutions usually integrate access control with fire alarm systems and monitoring of discrete security points. Finance — like retail — mostly chooses to integrate access with fire alarm systems and CCTV.

On average, 44 percent of responding segments integrate electronic access control with security subsystems; here industry leads at 57 percent.

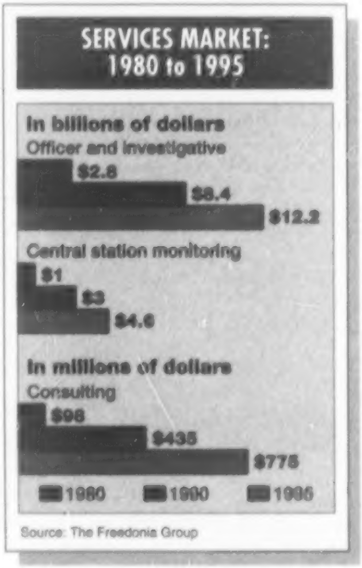
SERVICES

U.S. Services Market To Jump 80 Percent Yearly

The U.S. market for security services will grow to nearly $19 billion through 1995, says *Private Security Services*, a study from The Freedonia Group, Cleveland.

Security breaches and associated losses make all economic sectors high-growth markets, the study says. It also predicts that further penetration of residential, institutional and transportation sector markets will be the primary growth catalysts.

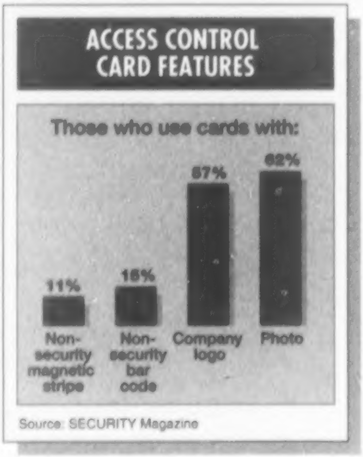
Edward Hester, the study's author, anticipates that consolidation in alarm monitoring and armored car transport segments will relieve the intense price competition prevalent since the mid-1980s. This — coupled with greater use of computer-based service delivery techniques and operations streamlining — will result in enhanced profits even as revenue growth slows, Hester forecasts. He also predicts that many marginal service players will close their doors.



SERVICES MARKET: 1980 to 1995

Source: The Freedonia Group

Officers and investigations will dominate service revenues through 1995.



ACCESS CONTROL CARD FEATURES

Source: SECURITY Magazine

Most access cards are photo ID cards as well.

ACCESS CONTROL

Cards Unite Industry's Access, ID Tasks

Few access cards are used solely for entry, especially in industrial applications.

A recent national SECURITY Magazine telephone survey finds that most access cards — 62 percent — serve as photo identification cards as well. Among industrial respondents, 75 percent combine photos with access cards. This segment is also most likely to use extra bar codes or magnetic stripes for non-security uses: 22 percent of industrial respondents use extra bar codes, 19 percent extra magnetic stripes.

Company logos are another popular access card feature. Retail uses them most, at 71 percent.

The larger the organization, the more likely it adds photos or other features to access cards. On average, 55 percent of organizations employing less than 500 people use photo-access cards, versus 75 percent employing 5,000 or more. Among firms employing fewer than 500, 14 percent use no-frills access cards.

Nearly half of surveyed organizations' cards — 49 percent — feature a return postage guarantee.

A Cahners Publication
December 15, 1991

FSP SHOW PREVIEW

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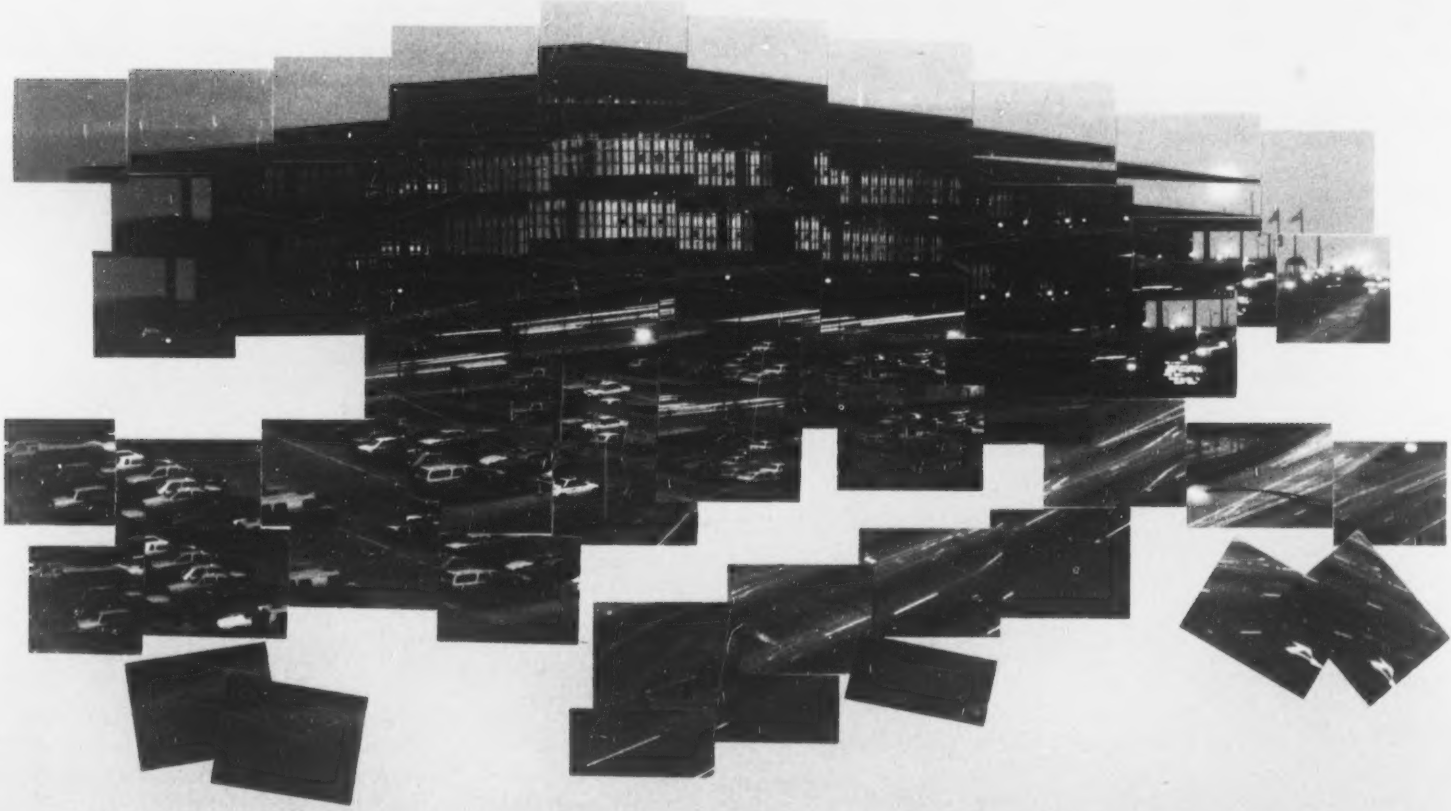

February 24-27, 1992 • McCormick Place • Chicago, Illinois

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- Exhibitor and New Products Preview
- Security Trends and Buying Profiles
- Convenient Registration Forms
- What is SIA and NBFAA

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What product categories will be featured at FSP?

CCTV Equipment
Electronic Article Surveillance
Executive Protection
Fire Detection Equipment
Electronic Access Control Equipment
Outdoor Perimeter Protection Equipment
Identification Systems
Communications Security Equipment
And Much, Much More...

Come to McCormick Place February 24-27, 1992. With the excitement of FSP, Chicago can certainly be a hot place in the winter.

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Zalud Report

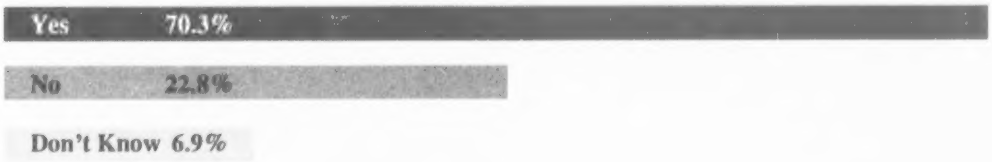
New Trends For Security Buyers

(Excerpts From The Zalud Report. A 6-Time-A-Year Security Industry Newsletter published by SECURITY Magazine, the world's largest circulation publication serving commerical, corporate and government buyers)

- The security and life safety industry is now experiencing a rapid period of adjustment.
- There is similar change in the type and diversity of commercial and corporate buyers of security and life safety products, systems and services.
- Technology advances have increased in their impact and influence.
- Asset protection purchasing has dramatically gone beyond the confinement of security management.
- Systems and integration pressure more teamwork planning and purchasing while emphasizing increased design needs.

Wide Integration Definition

Do Security, Life Safety Interface or Integrate?



In some way most life safety systems connect to security — the question is how much as well as how future integration will unfold. Source: SECURITY Magazine

SECURITY Magazine Refines Its Coverage

Starting in January, *SECURITY* Magazine will reflect new higher level, more diverse needs with business news and technology coverage aimed exclusively at buyers of products, systems and services.

Reader-focused articles will be organized by technology segments.

These include: Access Control, CCTV, Fire Protection, Integrated Systems, Identification, Intrusion, Communications, Locks and Hardware, Screening, Consulting, Monitoring, Security Officers, Investigations, Computers and Information.

Other segments will cover:

NEWS—with reports and incidents that impact asset protection;
PEOPLE—about human resource issues and concerns;
MARKETPLACE—a direct connection to buyer sources;
and THE ZALUD REPORT—trends and directions for buyer planning.

Each segment will contain:

Finely focused articles; systems design charts; features\benefits charts; advice from industry experts; case studies and on-site photographs; new product, system and service introductions; and briefings on specific technology issues.

Security Integrates Photo ID, Access Cards

It's a natural fear in today's electronic society: employees fumbling through a fist full of ID cards, library cards, parking and access control cards.

But — in a report in the January SECURITY Magazine — a spate of changes in cards as well as systems integration have buyers playing with a smaller deck. For example, in newer, streamlined systems, several technologies can combine on a photo ID card that does double and even triple duty — for access control, time and attendance or process control.

In photo ID systems, security can integrate on the card, by adding magnetic stripe, bar code and other hard and soft technologies. In video imaging systems, there's further integration in the system software that bridges or merges data bases. In addition, digitizing photos allows for remote, visual verification.

In most cases, these photo ID/ access card connections create additional tasks related to data base management and maintenance. For example, a recent SECURITY Magazine national telephone survey of buyers found that, while most departments maintained some type of security data base, many also maintained access control and photo ID data bases.

On The Card

Security Has a More Flexible Card. It Uses:

Photo	61.5%
Firm Logo	56.9%
Firm Address	29.2%
Return Postage Guarantee	49.2%
Nonsecurity Bar Code	15.4%
Nonsecurity Mag Stripe	10.8%
Strap Clip	60.0%
Badge Holder	55.4%

A variety of activities on the access card has led to some cards that perform three or four tasks.

Data Bases Grow

Computerized Files	90.5%
Card Access	55.6%
Interface to Personnel	41.3%
Photo ID	39.7%
Integrated to Personnel	36.5%
Manual, Paper	22.2%
Video ID	15.9%

Ninty percent of security executives maintain some type of data base file, although the kind varies.

Source: *SECURITY* Magazine

Ignore Theft By Boss?

How Often Does Business Ignore Executives Who Steal:

Always	3.0%
Usually	21 8%
Sometimes	67.3%
Never	5.9%
Don't Know	2.0%

There is a rather high degree of cynicism expressed by security management of the way their firms treat executives who steal.

Source: *SECURITY* Magazine

SECURITY Refines Circulation; Boasts All End User Readers

Two months before debuting an innovative news and analysis approach to covering the private security industry, SECURITY Magazine has completed a major upgrading of its circulation, says Publisher Jack Hollfelder.

"We have concluded a review of our subscription base and have added and subtracted subscribers to achieve a readership that's totally end user buyers," comments the SECURITY Magazine Publisher. "To the best of my understanding, we are now the only magazine in the entire field that goes to a strictly end user buyer audience."

Other publications are exclusively vendor-oriented or mix an audience of buyers and vendors.

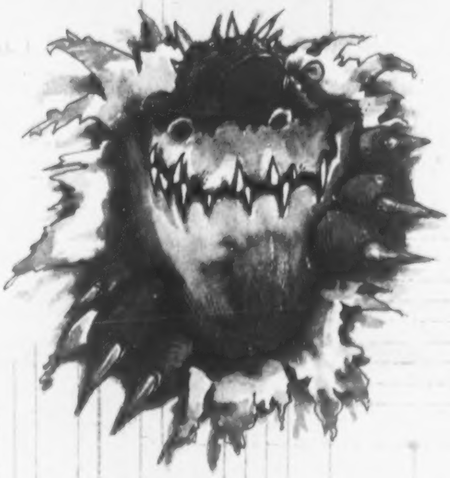
The circulation change and editorial refinements in January 1992 follow an extensive industry research program. It basically found strong growth in the private security market with a buyer base growing by extending into other areas. "Much of our buyer growth has targeted consulting engineers, plant engineers, office managers and owners and facilities managers, for example," adds Hollfelder.

With over 40,000 readers, *SECURITY* Magazine is the largest circulation publication in the field. It covers security, life safety and integrated technologies, products, systems and services for commercial, government and business buyers.

In January, the magazine will cover the industry by segmenting into specific technology areas. Finely-focused articles, supported by features and system charts, will cover news, trends and developments.

"Our approach is more credible and mature. End user buyers want useful, dependable information that's easy to use," adds Hollfelder.

Inside every set of plans, there's a beast waiting to break loose.



As a design engineer you've probably faced this beast more times than you care to remember. Perfectly specified plans meeting the harsh realities of the manufacturing environment. An elegant solution sabotaged by inferior components. Vital sub-assemblies that suddenly become unavailable.

Real beasts. And real problems.

But there's one way you can keep the beasts out of your plans. Attend the National Design Engineering Show & Conference at McCormick Place North in Chicago, February 24-27, 1992. Over 950 leading manufacturers of design engineering components, systems and services will be here exhibiting over 15,000 products. In fact, National Design is the largest OEM event in North America and over 30,000 of your professional peers are expected to attend.

These engineers know that there's no better place and time than National Design to source hard-to-find components, solve some nagging design problems and keep the creative juices flowing. You will, too.

And while you're there, you can also take advantage of the National Design Conference Program, a full range of informative sessions sponsored by the ASME — such as Concurrent Engineering, the Taguchi Approach and Reverse Engineering.

The National Design Engineering Show & Conference is the better way to keep the beast at bay. For your free Show Preview and Conference program, simply clip and mail in the coupon below. Or call customer services at (203) 964-8287.

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JANUARY 1992 · A CAHNERS PUBLICATION

SECURITY

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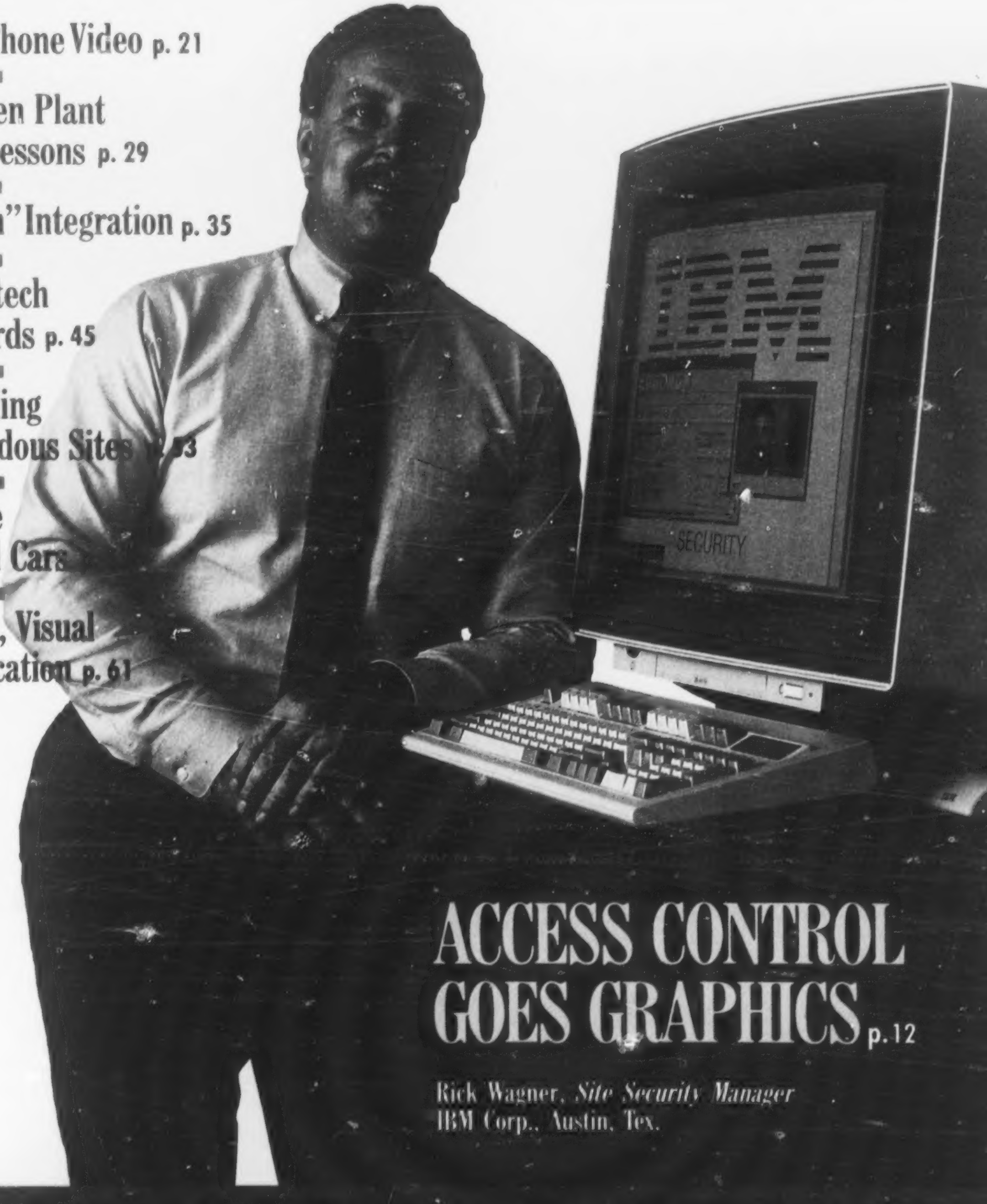

ACCESS CONTROL GOES GRAPHICS p. 12

Rick Wagner, *Site Security Manager*
IBM Corp., Austin, Tex.

JANUARY 1992/A CAHNERS PUBLICATION

SECURITY

FOR BUYERS OF PRODUCTS, SYSTEMS AND SERVICES

VOLUME 29

NUMBER 1

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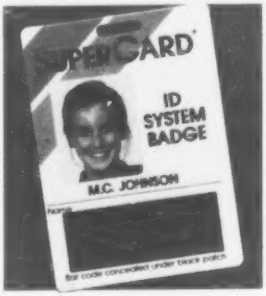
On the Cover: Rick Wagner, site security manager, IBM Corp., Austin, Tex., sees value in systems that use operator-helpful icons. **12**

Robot Research's RVS 3000 TX proves what faster telephone line video technology can do. **21**



Dual-tech photo identification cards may need extra protection, including a mask over the bar code. **45**

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NEWS

Reports and incidents that impact asset protection.

U.S. ATM Rules Pushed

Bank security executives are pushing for federal regulation of security at ATMs around the country.

A California law, which mandates safer lighting and parking at ATMs, security awareness correspondence with bank customers and better security design and landscaping for new installations, will probably spread nationwide.

In addition to the proposed standards for ATM security, the federal government has already taken safety, access and security steps that affect ATMs through provisions of the Americans With Disabilities Act and a revised Regulation P from the Federal Reserve.

Congress, with the encouragement of security and ATM service officials at financial institutions, is now considering embracing concepts of the California law which, since being enacted a year ago, gives finanical institutions until mid-1993 to comply with the new security regulations. According to SECURITY Magazine sources, the need to quickly smother more stringent local ordinances with a national blanket is another reason financial institutions are supporting federal requirements

While initially low, crime in and around ATMs has increased with installed units. ■

IRS Caught Unshredding Tax Payer Garbage

Shredding documents before throwing them away privacy-protects them from investigators, a Boston U.S. District Court ruled in early November. The ruling involves a bookkeeper charged with IRS fraud.

In mid-1989, Alan Scott, a convicted tax evader, was indicted on federal charges of filing fraudulent IRS claims after government investigators seized and "painstakingly reconstructed" trash Scott had shredded and thrown out, according to court testimony. Using these reconstructed documents, the government received a warrant to search and seize evidence at Scott's home.

However, U.S. District Judge Joseph Tauro ruled that, by shredding the documents, Scott assumed the action protected his right of privacy. Tauro dismissed consideration of the reconstructed documents and held invalid the search warrant.

SECURITY Magazine sources indicate "it's likely the U.S. Attorney will appeal the ruling in a law enforcement context." ■

Tech Advances At ISC West

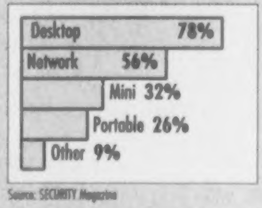
ISC West will draw thousands to the Las Vegas exhibit and conference.

The International Security Conference and Exposition West (ISC West '92) is February 11 to 13 in Las Vegas, Nev. There will be an exhibit and education sessions.

Contact Dianna Duehr Smoljan at (708) 390-2462 or write Cahners Exposition Group, 1350 E. Touhy Ave., Des Plaines, Ill. 60018. ■

IN BRIEF

Pinkerton Acquires British Firm — Pinkerton Security and Investigation Services of Van Nuys, Calif., has acquiried Argus Shield Security in the United Kingdom. Since Argus Shield primarily offers security officers, Pinkerton will add services including background checks, pre-employment applicant checks, surveillance and undercover operations. ☐ **Surveillance, Monitoring to Exceed $3 Billion by 1995** — This security industry segment is projected to grow nine percent annually through 1995 to $3.3 billion. Growth leaders: electronic article surveillance (EAS) in retail and institutions; bomb and metal detectors by airports and industrial facilities; and vigorous export demand, according to The Freedonia Group, Cleveland. ☐ **Withdrawing Money from ATMs** — James "Junkyard" Anthony of Fawn Township, Penn., was sentenced to 26 months in jail for ramming and then scooping up an ATM with a front-end loader. Anthony and an accomplice used a cutting torch to crack the ATM, but burned up most of the almost $17,000 inside. ATM crime, overall, is on the upswing.



SECURITY LOVES COMPUTERS

Computer Use by Type:

Source: SECURITY Magazine

Stand-alone and networked computers are security tools.

Optical Turnstile Tracks Plant Safety

Hoechst Celanese takes employee safety and accountability seriously.

In fact, the Dallas-based chemical manufacturer has a name for a large segment of its safety program at its Pampa, Tex. plant: The Personnel Accountability System, or PAS.

The plant's PAS features an access control package which includes traditional and optical turnstiles, vertical gates and Wiegand card technology.

The installation meets two objectives: First, it tracks employee movement into and out of the plant; second, it provides security.

"The people here are very interested in being accounted for," says Charles Williams, senior project engineer. "Our employees want someone to know if they're in the plant just in case."

Security and other authorized personnel know which employees are in the plant at all times. An optical turnstile controls access in the corridor which connects the plant and administration building. Employees who enter or exit the plant must walk through an optical turnstile from F Systems, Bastrop, Texas. Two of the campus' 35 Wiegand swipe card readers are installed here. Anti-passback enforces card use. The system will print a "head count" listing if needed.

The C-CURESystem 1 Plus from Software House, Cambridge, Mass., is the backbone of the PAS. CCTV cameras from Vicon, Melville, N.Y. and intercoms from Bogen Communications, Ramsey, N.J. help officers control access to the administration building and to the security, safety and truckers building with its system controls.

Schiff & Associates, Bastrop, Texas, a security engineering and planning company, designed the installation. ■

For More Information

Bogen Communications	Circle 14
F Systems	Circle 15
Schiff & Associates	Circle 16
Software House	Circle 17
Vicon	Circle 18

This dual-direction optical turnstile controls access between the plant and offices. Employees use Wiegand access cards, too.

Large Industrial Facilities Find T&A More Useful than Clocks

Time and attendance (T&A) is especially gaining popularity among large firms with hourly workers.

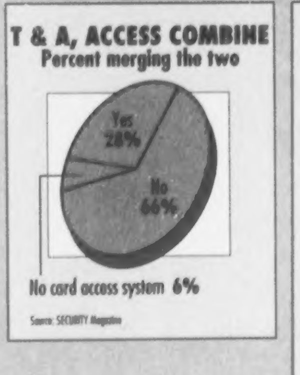
"The larger the employee base, the faster the payback," says Doug Angelone of ASA International, Westborough, Mass. ASA's Shop-Keeper Time and Attendance, for example, captures transactions for the C-CURESystem 1 Plus from Software House, Cambridge, Mass.

Access software can immediately log arrival and departure times when workers use PINs or cards. "It replaces the need for the people who collect the cards and enter data into the payroll system.," Angelone says.

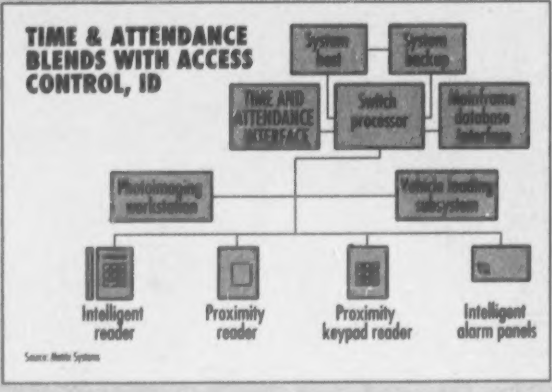
Jim Vinson, sales manager, Northern Computers, Milwaukee, says T&A can verify employee honesty. "Supervisors are concerned that workers are punching-in for each other at the time clock," Vinson says. "If you combine T&A with access control, you can compare this data to what's on time cards." Northern Computer's PC-PAK Software includes T&A; users determine parameters for break and lunch pay reductions and shift differentials.

At U.S. Steel's Gary, Ind. facility, wage workers use magnetic cards or PINs for access and to punch in. Using T&A from Matrix Systems, Dayton, Ohio, transactions at the Gary facility are logged at Pittsburgh national headquarters.

T&A comes standard with many newer access systems. The Sitewatch 50 from Thorn Automated Systems, Westlake, Ohio, coordinates time and attendance with light, HVAC and energy management control. The modular Series 2000 Time Recording System from Accu-Time Systems (ATS), Ellington, Conn., supports keypad, bar code or magnetic stripe and interfaces RS232 or RS485 to existing systems. ■



Source: SECURITY Magazine



Source: Matrix Systems

For More Information

ASA Intl.	Circle 19
ATS	Circle 20
Matrix	Circle 21
Northern	Circle 22
Software House	Circle 23
Thorn	Circle 24

Programmable Pan/Tilt Delivers Coverage for Fed Ex

Not long ago, touch-screen computers were dismissed as little more than trendy electronic novelties. Today, however, particularly in CCTV applications, the technology is enjoying renewed interest as an interactive and user-friendly means of system operation.

Jim Anderson is inclined to agree. Anderson, manager of communications/ security for Federal Express in Memphis, Tenn., has been using such a system with his Lectrolarm Custom Systems programmable pan/tilt cameras. As far as Anderson is concerned, touch-screen technology is no flash in the pan.

Touch and Go

"It's really cutting-edge," Anderson says. "We've got a base of 20-odd monitors, plus camera applications hooked up through our touch-screen, and it's just great."

The system, Guardian 2000, from Memphis-based Lectrolarm, features a customized menu screen with a user-defined graphic layout of control touch points. From this menu screen, an operator can manage information retrieval or link up to other applications, such as AutoCad-generated site displays, 64 point alarm display and access to textual databases.

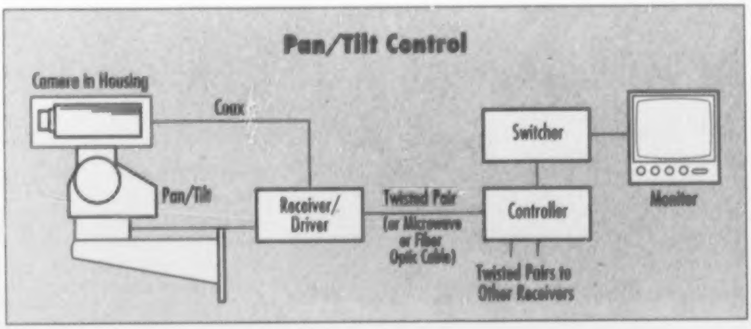
The Guardian also supports manually-operated or fixed cameras, as well as pan/tilt devices. Federal Express currently uses Lectrolarm's Spector pan/ tilt, which boasts a programmable on-board computer, 40 patterns of viewing, three pan speeds and two tilt speeds. Each viewing area can be programmed to include vertical and horizontal positions and speeds, dwell time, lens zoom and iris settings. The Spector also has a set of alert positions, allowing users to override programmed movement. According to Bill Smith, president of Lectrolarm, the Guardian touch-screen system easily supports all of these capabilities.

The Lectrolarm system at Federal Express gives Jim Anderson pan/tilt security at the touch of a screen.

Hands-On Management

"The Guardian makes it very easy to select, control and manage CCTV or the rest of your security system," Smith says. "You can design a menu that lists all of your cameras. When you want to pull one up onto your main monitor, you just touch the button on the screen that corresponds to the camera you want. You can pull up manuals and do troubleshooting or remote operation. It's all one touch away from your main menu. Operating the touch-screen requires very little training. It's intuitively obvious; you can flip through screens to find exactly what you need."

Ease of use was certainly a factor for Federal Express, Anderson says, considering the size of the Memphis site and corresponding need



Although actual layouts differ from site to site, this schematic provides a typical configuration for a pan/tilt system.

for a manageable system.

"We've got a rather large complex out here," Anderson says. "There's some 5,000 employees, and all of our buildings are interconnected. To maximize the use of our video system, we mounted our pan/tilts on parapets around the complex, along with some internal applications. With all of this technology going for us, we had to have something central and convenient to handle it." — *Stephen C. George* ■

For More Information

Lectrolarm Custom Systems Inc.	Circle 41
Other Pan/tilt Manufacturers Include:	
Burle Industries	Circle 42
Cohu Inc.	Circle 43
Diamond Electronics	Circle 44
Diebold Inc.	Circle 45
Ikegami Electronics	Circle 46
Javelin	Circle 47
Northern Computers	Circle 48
Pelco Sales Inc.	Circle 49
Robot Research	Circle 50
Vicon Industries	Circle 51
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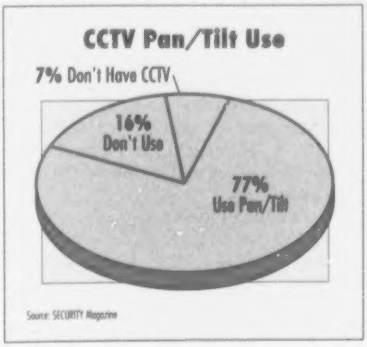

Source: SECURITY Magazine

Programmable or otherwise, for most businesses with CCTV systems, pan/tilt mechanisms are the norm.

Faster Phone Line Grabs Video from Remote Sites

When it comes to security, convenience stores have gained a bad reputation — one that is often unearned.

Companies like Crown Central Petroleum, however, have taken steps towards turning that reputation around. The Baltimore-based company, which operates hundreds of convenience stores and gas stations across the eastern U.S., recently acquired a remote security system that transmits video images through high speed phone lines, and offers a new level of service and safety for customers and clerks alike.

A Matter of Convenience

"We wanted the latest in computer-driven technology and the ability to upgrade as the technology expands," says William D. Campbell, Crown Central's manager of corporate security. "Eventually, we looked into building our own system."

Crown Central chose an interactive audio/video system which is installed in the company's Fast Fare and Zippy Mart convenience stores, and linked to a remote station where Crown Central's "intervention specialists" can monitor several locations across the country.

To accomplish reliable remote transmitting of audio and video signals, Crown Central uses the RVS3000, manufactured by Robot Research, San Diego. Robot Research, which has been manufacturing phoneline video surveillance systems for the past 16 years, uses standard voice-grade telephone lines to transmit high quality video images and other information, including time, date, camera ID, alarm and relay status, as well as a site ID number.

In more comprehensive applications, Robot Research's surveillance system handles more than video: it can be configured to activate other devices from the receiver location, such as lights or electronic door or gate locks.

Under Surveillance

"It's kind of a dream for a security guy," Campbell says. "The system can act as a deterrent to criminal activity, and allow us to notify law enforcement if a crime occurs. Secondly, it's a management system, allowing us to be in visual communication with our employees."

As such, the system can be used for employee surveillance, a function that recent government legislation —specifically, H.R. 1218 and S. 516 —might curtail. "We've been watching developments very closely," Campbell says. "In any event, we don't intend to use the system in a 'Big Brother' sort of way." Indeed, as Campbell explains, all stores that use the system — 25 so far —also post signs indicating live audio and video monitoring. Plus, employees can see when remote surveillance occurs, thanks to a light on the operation console.

"But we don't get the sense that employees feel at all threatened by it," Campbell says. "In fact, most of them feel safer knowing the system is in place, and ready to help." As Campbell explains, store workers can alert the monitoring station by pressing an emergency activation switch at the cash register, or by a remote switch that clerks can carry. Crown Central expects to have 100 stores on the system by March, 1992. — *Stephen C. George* ■

ROBOT
RVS3000

Robot Research's RVS3000 helped make Crown Central Petroleum's dream security system a reality.

For More Information

Robot Research	Circle 53

Stiff Penalties Extinguish Halon's Appeal

A longtime favorite among facilities managers, data processing managers and others, Halon's days are numbered.

Halon — known for its ability to extinguish electrical fires and then evaporate — eliminates exhausting cleanups. It also depletes the ozone layer.

Legislation's Impact

The Montreal Protocol, an international agreement, phases out Halon and chloroflourocarbons (CFCs) by 2000. Halon hand-held extinguishers — which contain Halon 1211 — are already banned in Canada.

"We're seeing a drastic reduction in the consumption of Halon," says Mark Conroy, fire protection engineer, National Fire Protection Association (NFPA), Quincy, Mass. "Most firms will continue to use Halon for computer rooms. Companies which are especially PR-conscious will not buy it at all."

So what will they buy? Great Lakes, 3M and Du Pont are among manufacturers working on alternatives.

End User Input Encouraged

Concerned end users who join the non-profit Halon Alternatives Research Corp. (HARC), Washington, D.C. can help develop Halon alternatives that will meet their needs. HARC promotes alternative-related research and is an information clearinghouse. Fike Corp., Blue Springs, Mo., publishes a brochure about Halon's impact on fire protection strategies.

The 1990 Clean Air Act restricts Halon production. The 1989 Omnibus Budget Act imposes Halon excise taxes.
— *Brenda Moss* ■

For More Information

Fike Corp.	Circle 87
HARC	Circle 88
NFPA	Circle 89

HALON CUTBACKS, TAXES DETER USERS

1990 CLEAN AIR ACT

Percentage of 1986 amount allowed

1992	80%
1993	75%
1995	50%
1997	15%
2000	0

Halon production is banned in 2000.

TAXES PER POUND OF HALON*

	Halon 1211	Halon 1301
1992	.25	.25
1994	$7.95	$26.50
1999	$14.70	$49

* Portable extinguishers use Halon 1211. Fixed systems use Halon 1311.

Source: National Fire Protection Association

Taxes hike Halon prices through 1999.

You can rely on STI...
Stopper II helps stop false fire alarms... over 135,000 sold!
The message is clear. STI's patented Stopper II works. It does stop false fire alarms without restricting legitimate alarms. Eight out of ten who order, reorder. To the tune of 135,000. Approved by fire prevention authorities ...and people like you. Call today.
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For information circle 399

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For information circle 400

obstacle is bringing together computer, telecommunications and security executives at the banks," according to Adams.

Backups In Place

Another integration fear: putting "all your eggs in one basket" by bringing together transaction and security systems. Adams and others believe banks are ahead of many. "Beyond the protection of distributed processing, there's redundant processing," says Adams, of mirror-image systems that automatically backup primary ones.

Among popular integrated applications in financial institutions: more alarm monitoring and control; access control; some time and attendance; ATM security; and audit-trail access to individual transaction processing machines. "Imaging also is hot," adds Adams.

"The technology is available. If there's an alarm at a certain site, the bank can send images of the troublemaker over the same data network to alert other branches, for example." ■

For More Information
Diebold Circle 108

Hammer Museum Hardens Integrated Monitoring

State-of-the-art is on display at the Armand Hammer Museum of Art and Cultural Center in Los Angeles. An integrated security system includes intrusion, CCTV surveillance and card access control as well as on-site and multi-remote site monitoring.

With the growing number of art thefts — especially in museums where art is available to the public — security was a major consideration for the 79,000 square foot Hammer Museum, which opened in November 1990.

Day and Night Threats

The system has access and secure modes to monitor differently when the museum is open and closed. "During the day, our concern is vandalism and, strangely enough, unintentional damage to delicate paintings," comments Gary A. Swindell, chief of security at the museum. At night, security locks down — blending monitored surveillance with investigation of alarms and exceptions.

The integrated approach was the design of Florida-based Steven R. Keller & Associates, Inc., which Douglas M. Emery, assistant security manager, describes as the "top museum security firm in the country."

Keller's recommendation: a Mosler COMSEC security monitoring system. Components include several hundred motion detectors and magnetic door contacts, 16 card access readers and 60 video cameras. Most detectors are dual-tech to minimize false alarms.

Overlapping Detector Coverage

The museum, a three-story building with a center open-air courtyard, has roofed promenades on two levels to the galleries, theater and bookstore. Motion detectors and cameras overlap coverage of the lobby, giftshop, bookstore, promenades, corridors and galleries.

Alarms are color coded according to a pre-programmed order of priority. For example, certain detectors have the highest priority.

CCTV covers public areas: walkways, stairs, the lobby, bookstore, gift shop and galleries and other sensitive locations such as the loading dock, entrances to storage and work rooms and the museum office. The cameras are in visitors' full view for deterrent effect.

Real Time and Recorded Video

Monitored at the COMSEC console with a bank of nine-inch screens, some video provides real time views, while others time lapse record. Officers can switch to a 13-inch monitor for greater detail. Multiple VCRs electronically stamp date, time and site location. A "gallery tour" program on the larger

Exploding Technology Spurs Team Buying

It's no secret. In today's economy, security buyers are doing some things differently. It's survival as well as prudence.

SECURITY Magazine commissioned my firm — Martin Security Resources — to find out what is happening in the industry. We conducted mail and telephone surveys as well as face-to-face interviews.

The most dazzling conclusion: Technology has exploded in security. End users use technology to replace shrinking overhead as well as improve their asset protection.

The purchasing decision has shifted dramatically. Rapid change, costly technology and integration all pressure a team approach. Not only are purchasing agents and corporate executives involved, but MIS, facilities management, risk management, legal and finance are now part of the buyer team, too.

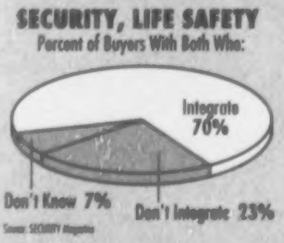
Products and systems have also evolved into systems integration.

It's not unique to integrate CCTV, access control and alarms. But the process of integration has expanded into fire protection and facilities control. Still, many security buyers feel compromising department independence with integration is key to getting the new technology they need.

People issues — employee screening and investigations, for example — are important. Yet technology issues are of greater interest because of their constant change. Nearly nine in 10 among those we surveyed expect to increase security expenditures during this decade. While most buyers hold down expenditures in a flat economy, spending will increase as the recovery visualizes. It will continue through the end of the century.

— Sam Martin, president, Martin Security Resources, Duncanville, Tex. ■

Sam Martin on security systems integration.



Most buyers integrate — but the definition of integration varies.

more togetherness and less volume.

Sharing Digital Data

Firms can pluck out information and pictures from a video imaging system and then use the data in documents, correspondence and reports.

For example, Data Link Information Solutions of Herndon, Va., has a dossier feature with its EPASS system. With it, users capture all or part of the badge data, including the photo; convert it to a grayscale image; and format the graphical image with additional text into a word processing document. There's other badging links to office tasks.

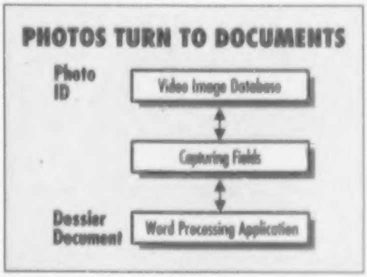
Polaroid offers dossier and FAXing integration with its ID-3000. "The photo's really the first biometric," says Cam Queeno, operational marketing manager for Polaroid's Electronic ID/Security Systems, Cambridge, Mass. "You can consolidate on a keyboard and share information among computer applications."

As with any integration project, software takes on additional importance. "We selected WordPerfect as the dossier interface. . .it's the industry's word processor of choice," says Data Link's President John Yates.

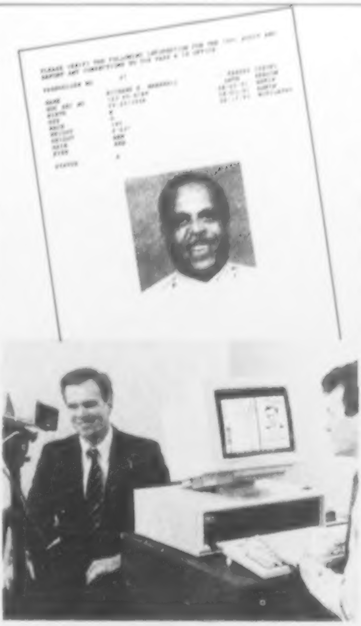
Graphic, Text Differences

Text and pictures are imported in slightly different ways using the new feature. You can select any part of the badge — the entire ID card, photo, signature, logos, etc. — and bring that graphic data into your word processing document. You can also retrieve text information from the data base by entering the text directly, or by using the word processor to add copy after the document is created.

In addition, firms can personalize memos, marketing information and bulletins; produce personnel sheets and photos, either individually or several to a page; add photos to company newsletters; and produce "mug shot" data to accompany pictures. ■



A dossier can be created by using word processing that links to a video imaging data bank.



Video imaging systems create badges and also computer files that can be shared.

For More Information

Data Link	Circle 124
Polaroid	Circle 125

Integrated ID, Access Handle Dueling Mandates

Dueling FAA airport security requirements have created an innovative dual photo ID and access control card feature at the Wilkes-Barre/Scranton International Airport in Pennsylvania.

The dual-tech card is part of integrated electronic security enhancements included in a contract awarded to the Philadelphia office of Electronic Services International (ESI), a New York City-based security systems integrator. The contract, worth nearly $397,000, also covers improvements to an existing CCTV system.

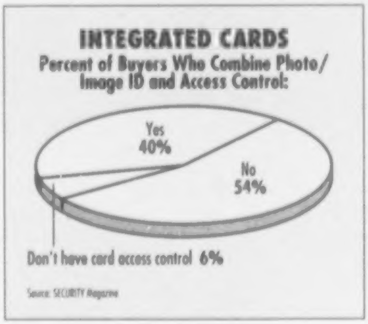
The system will have seven user terminals, one serving as a manager station. A Data Link E-Pass photo image badge system fully integrates with a modular, electronic card access control system, says Steve Guardiani, project manager. Card access has a distributed architecture: DEC Microvax 3100 as host controller, Software House C-Cure 1 Plus operating software, 15 intelligent field devices, 106 magnetic stripe card readers and approximately 60 personal identity number (PIN) keypads. There's also a pager feature to alert officers of alarms while on tour.

The system will control and monitor access of about 5,000 employees, concessionaires, vendors and others.

Meeting Two Mandates

By integrating badging and card access, one card meets two FAA airport security requirements — while maintaining the integrity of each separate data base. As each photo ID is produced, deleted or the holder's schedule changed, the badging system's data base instantly communicates to and updates the card access control data base.

The integration and modularity are a



Source: SECURITY Magazine

Combining a photo with an access technology is catching on with security system buyers.

Mag stripe readers and video imaging ID cards integrate dueling FAA requirements, says Steve Guardiani, project manager.

smaller model of larger systems ESI previously designed and installed at Washington/Dulles International and at Washington National Airports, according to Barry Ginsburg of ESI's Philadelphia office.

Wilkes-Barre/Scranton International is owned and operated by Lackawanna and Luzerne counties. Electronic Services International is a full-service security systems integrator with more than 4,000 systems at airports, government, defense, office and industrial facilities across the nation. ■

For More Information

Electronic Services International (ESI)	Circle 126
Data Link	Circle 127
Software House	Circle 128

Visit ID Tightens

For many businesses — especially industry concerns, research labs and computer centers — visitor security has tightened considerably.

One weak spot: the slim, yet possible, chance that a legitimate visitor pass, if not returned or discarded improperly, can be reused. For paper and photo ID passes, a new generation of self-expiring badges automatically and visibly knocks itself out.

One firm [TEMTEC Inc., Spring Valley, N.Y.; free samples, (800) 628-0022] has recently extended a line of self-voiding plastic and photo ID badges with laminated, photo ID and thermal-printed photo ID badges that automatically void themselves after a day, week or month. The plastic badge shows the word EXPIRED after the specified time.

Contractor personnel and other special visitors present an added threat — contract fraud. Traditional photo ID and newer video imaging systems offer more formalized approaches keyed to individual visitors or contractors. Emerging are visitor ID systems that generate badges but also are able to track visitors and contractors. For example, Professional American Security Systems (PASS), of Wayne, Pa., has a United Kingdom-originated automated visitor pass system that lets the visitor or contractor personnel sign themselves in and then swipe a reader to enter the facility after initial sign-in. ■

For More Information

TEMTEC Inc.	Circle 129
PASS	Circle 130
Video Imaging Systems with potential visitor capability:	
ACIS	Circle 131
Dactek	Circle 132
Data Link	Circle 133
DataCode Systems	Circle 134
DNP America Inc.	Circle 135
Edicon Systems (Kodak)	Circle 136
Gocorp	Circle 137
Goddard Technology	Circle 138
IdentiCard	Circle 139
Imaging Technologies	Circle 140
K&A Industries	Circle 141
Laminex	Circle 142
Loronix Information Systems	Circle 143
Matrix Systems	Circle 144
Monitor Dynamics	Circle 145
Polaroid Corp.	Circle 146
Synergistics Inc.	Circle 147
United States Banknote Co.	Circle 148

The Laminex Video ID System Uses Windows To Help You See Things More Clearly.

Laminex introduces the first security management system to use the popular Microsoft Windows for quick and easy operation. Even for the novice user, ID card design, data retrieval and creation of reports and files can all be easily mastered.

The LMX System has the features and versatility to meet the needs of organizations of all sizes. Our system easily interfaces with LAN and WAN networks, access control and time and attendance systems. The design package offers you color selection, font styles, graphics and text. Picture size and placement are all up to your discretion.

And, unlike most competitive video imaging products, the LMX System can also be used for applications other than identification. This makes our system extremely effective and cost efficient. So discover video imaging that's clearly superior.

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For information circle 411

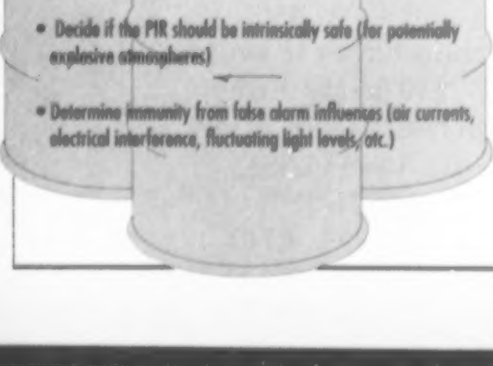
Spark-proof Detectors Cover Hazardous Sites

The ultimate challenge for PIRs and other detectors: industrial sites rampant with background noise, filled with EMI and RFI, and home to hazardous places. As a result, companies now want intrinsically safe detectors.

For instance, the Barnes Engineering Division of the EDO Corp., Shelton, Ct., manufactures a PIR, the InfrAlarm "for use in explosive areas," says Robert J. Stetson, Barnes' manager, instruments group. "It's UL-listed and certified as being incapable of storing enough energy to create a spark of sufficient potency to ignite explosive atmospheres."

To prevent RF and electromagnetic false alarms, most companies manufacture detectors with EMI and RFI shielding. For example, Salco Industries protects all detector circuits with four layers of metallic shielding, for maximum RF immunity.

Other features include adjustable sensitivity for sites where background or ambient noise becomes a problem. The Linear Corp., Carlsbad, Calif., features built-in sensitivity with its PIRs, as well as noise-filtering circuits to eliminate transient sounds, including power line interference and "popcorn" noise. ■



Before Buying
PIRs for Industrial or Hazardous Sites

- Consider type of site and material PIR will be protecting
- Define area or coverage needs
- Decide if the PIR should be intrinsically safe (for potentially explosive atmospheres)
- Determine immunity from false alarm influences (air currents, electrical interference, fluctuating light levels, etc.)

For More Information

EDO Corp.	Circle 151
Linear Corp.	Circle 152
Salco Industries	Circle 153
Selected other intrusion sources include:	
Ademco	Circle 154
Burle Industries	Circle 155
Honeywell	Circle 156
Mosler	Circle 157

Fiber Optics Free Windows from Bars and Grilles

A new fiber optics window has opened for intrusion protection.

For the past few years, several companies have been manufacturing fiber optic fence sensors or underground, pressure-sensitive fiber optic cables.

Until now, however, few companies have applied the same technology to windows. Volution Inc., a San Diego-based research company, recently patented a window screen with optical fibers woven into the mesh. The screen provides lightweight, high security, while offering an additional aesthetic advantage that's absent with standard security grilles or bars.

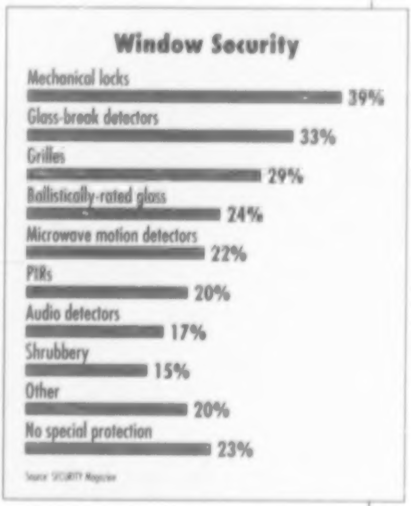
"It's virtually unbeatable," says Gordon Grossman, president of Photonic Alarm Products, Hialeah, Fla., which exclusively markets Volution's screen under the name LiteGuard. "The screen is 100 percent weatherproof and hooks up to any alarm system. Plus, there's no danger of electrical shock."

As Grossman explains, fiber optics channel light, not electricity. When the light running through the fiber is distorted or interrupted by pressure or breakage, an alarm is triggered without any danger of a spark hazard.

At the moment, the screens are still considered high-ticket products. "They're about three times the expense of the average security screen," Grossman says. However, Photonic is currently working on a more cost-effective plastic fiber for use in future screens.
— *Stephen C. George* ■

For More Information

Photonic	Circle 158



Source: SECURITY Magazine

Mechanical locks topped the list for the types of window security businesses use.

On the Market

Mason & Hanger National Inc., Huntsville, Ala., introduces the FOIDS — Fiber Optic Intelligence and Detection System. Using a single mode fiber optic cable, the system can operate at distances of nearly 40 miles, without amplifiers or repeaters. FOIDS is intrinsically safe, and can protect fences, gates, gates, doors or windows. The cable may also be buried for covert security.

For information circle **159**

SECURITY SCREENING

FTC Shoves, TRW Falls; Credit Reporting Changes

Pushed by two lawsuits filed by 19 states, the Federal Trade Commission (FTC) shoved TRW Inc. last month. The large credit reporting agency gave in, instituting sweeping changes to the way it does business.

By July, Cleveland-based TRW Information Services will revise its updating procedures to reduce file errors, primarily by using more personal information to search for a correct file. It now provides one free annual credit report to consumers and will charge less for additional copies.

In Brief

Cocaine-related hospital emergency room visits jumped 15 percent during the first three months of 1991, says the Drug Abuse Warning Network. White House advisers use this figure to measure the nation's progress against drug abuse. ☐ **Pinkerton Security and Investigation Services recently acquired Business Risks International (BRI).** BRI products include the Stanton employee assessment and the IntelliView interview system.

Specific to security needs, the FTC consent degree requires TRW to notify consumers when it issues an adverse credit report for employment purposes.

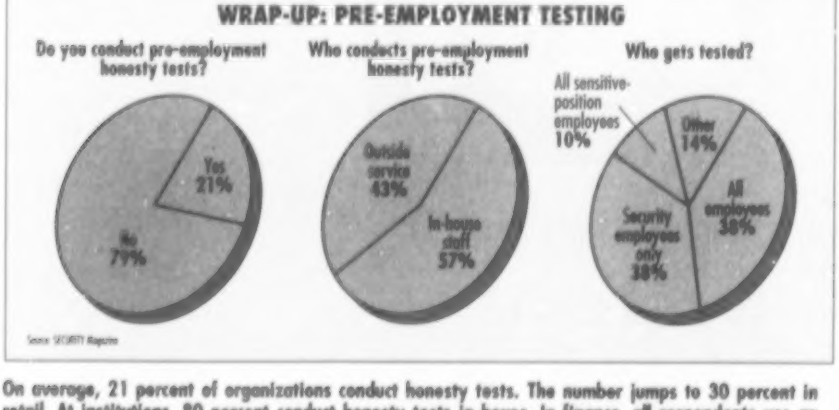
It's still unclear how the settlement will affect Congressional reform of the Fair Credit Reporting Act or how it will spill over to Equifax and Trans Union, the other two of the largest credit reporting companies.

Mudding the waters is the "hand-me-down" nature of the credit reporting business for security and private investigation needs.

"Employers contract with one of over nine hundred local credit reporting bureaus to get data on job applicants," says Norman Magnuson, public affairs director, Associated Credit Bureaus Inc., Washington, D.C., a trade association of the credit reporting industry. "These bureaus use databases from the major three agencies." ■

For More Information

Associated Credit Bureaus	Circle 201
Equifax	Circle 202
TRW	Circle 203
Trans Union	Circle 204



Source: SECURITY Magazine

On average, 21 percent of organizations conduct honesty tests. The number jumps to 30 percent in retail. At institutions, 80 percent conduct honesty tests in-house. In finance, all respondents use an outside service for this testing. Government limits testing to security and sensitive-position employees.

Canine Detectors Sniff Out Illegal Drugs

As drug-related workers' compensation premiums rise, so does private use of drug detection dogs.

Man's best friend is sniffing his or her way around more lockers, employee vehicles and work areas at schools, industrial facilities, post office priority mail bins, defense contractors and other environments.

Gnat, a Makor dog, and handler Jere Rispoli search the mail for drugs at the Hollister, Calif. Post Office.

Friendly dogs trained by Makor Detection Dogs, Salinas, Calif., can identify illegal drugs — including cocaine, marijuana and heroin — and assets and cash tainted with drugs. Makor trains its own dogs: "basic training" takes about 2 months; in-the-field, paws-on training takes another month or two. Makor issues a confidential report following every search.

Mark Rispoli, a Makor partner and director of training, encourages potential service buyers to exercise caution when choosing a detection dog service. The National Narcotic Detector Dog Association (NNDDA), Porter, Tex., provides information about legitimate firms. ■

For More Information

Makor Detection Dogs	Circle 205
NNDDA	Circle 206

Historical Site Upgrades to Proximity Tour System

Until recently, Mount Vernon's guard tour system was a piece of history in itself.

For the past 50 years, the estate of George Washington in Mount Vernon, Va., used a tour system constructed from Model A and other classic car parts.

"It sounds archaic now, but it was pretty sophisticated a half-century ago," says Frank Duley, Mount Vernon's director of security. "It was a push-button system that the staff built, and we lived with it and used it right up until a few months ago."

Proximity Upgrade

At that time, the historic site became the first U.S. installation to use the state-of-the-art De Prox guard tour system from Deister Electronics, Manassas, Va. The system operates on proximity technology and employs microchip checkpoints — inconspicuous, coin-sized discs — which are placed in strategic areas. Using a hand-held data collector, officers read information — date, time and special event messages —from each checkpoint. The data can then be used for evaluation. Standard office computers generate printouts.

"The silicone microchip at each checkpoint provides information that is read by a radio frequency field emitted from the hand-held data collector," explains Anatoli Stobbe, Deister's president. As a result, the discs can be concealed behind or inside an object without affecting performance. Plus, the system can be used outdoors, as is the case at Mount Vernon.

The Mount Vernon estate recently retired its 50-year-old homemade tour system, in favor of the cutting-edge De Prox, which uses proximity technology.

System Simplicity

"At the moment, all our checkpoints are outside," Duley says. The De Prox system, Duley adds, could easily be expanded just by adding checkpoint discs: One reader wand can store 1,500 readings before it has to be downloaded into the PC-interfaced transfer unit.

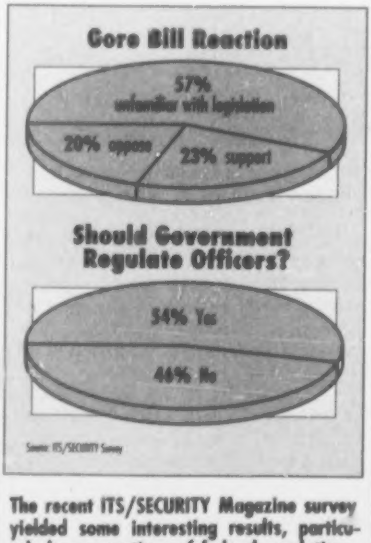
"First and foremost, it's just a very simple system to use," Duley says. "We had to have something that was user-friendly and could be easily incorporated into our security routine. This really fit the bill." — *Stephen C. George* ■

For More Information
Deister Electronics Circle 246

Standards Should Be Regulated, Survey Says

The prospect of impending federal regulations set the tone for the recent ITS/SECURITY Magazine survey, conducted at the 37th Annual American Society for Industrial Security show.

More than 600 security professionals participated in the survey, 57 percent of whom were unfamiliar with Senator Gore's S.1258 bill, which outlines specific federal regulations on the hiring of private security officers. Among respondents, however, 54 percent indicate



The recent ITS/SECURITY Magazine survey yielded some interesting results, particularly on questions of federal regulation.

they favor some form of government regulation. Seventy-four percent believe that more regulation in the private industry is inevitable.

International Total Services (ITS), a survey partner, provides contract security nationwide in 125 cities. ■

For More Information

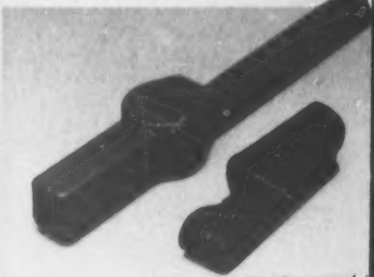
International Total Services	Circle 247

On the Market

The DYEWitness from **Pure Life Products** will turn security threats green. The device is a hand-held spray cannister for protection and identification. When used properly, the DYEWitness emits a 70-pound blast of green dye, which becomes a thick, debilitating foam in the space of seconds.

The dye, while not permanently harmful, will not fade for several days, making identification of suspects that much easier.

For information circle **254**



Hand-held detector enhances use, reliability. **Federal Lab Systems L.P.** introduces the Model 6040-A Transfrisker II hand-held metal detector. Designed for personal weapons screening, the Transfrisker II detects magnetic and non-magnetic metal objects with a 9.5-inch encased search zone. The unit contains a 500 mw speaker for audio alarm, while a red LED light flashes for visual alarming. The detector is powered by a single nine volt battery.

For information circle **253**

Consultants Push Standardized Officer Contract

Dennis Dalton considers himself "quality-driven."

Founder of his own company — the Fremont, Calif.-based Dalton Affiliates, Ltd. — and one-time recipient of SECURITY Magazine's Executive Achievement Award, Dalton has continued his pursuit of excellence by drafting a comprehensive, standardized security officer contract manual *Managing Contract Security Services, A Business Approach*, which the International Association of Professional Security Consultants has endorsed.

Dennis Dalton drafted an officer contract that promises to be an industry standard.

"The objective in this was to get rid of that old standard which I think, personally, was bogging everyone down," Dalton says. "The manual is more than a contract, it's a business plan that ought to be considered in proprietary and contract security."

The 143-page manual is divided into six sections, covering everything from handling the bidding process to managing a contract security conversion. Dalton also includes helpful charts and sample documents outlining contingency plans, request for proposal packages and, of course, the contract itself.

I'm trying to create a standard for the industry," Dalton says. "One that's not based on a low-bid mentality. One that's quality-driven." ■

For More Information

Officer Standards Manual	Circle 248
Dalton Affiliates, Ltd.	Circle 249
IAPSC	Circle 250

Major Officer Service Adopts CPO Certification

Security Bureau, Pittsburgh, has always prided itself on its commitment to the future, and to the officers who work for it.

They reinforced that commitment at the September American Society for Industrial Security show in Orlando, Fla. There, the officer service announced its adoption of CPO certification standards, as established by the International Foundation for Protection Officers.

"To my knowledge, Security Bureau is the first to incorporate our CPO program into their officer career development program," says Ken Christian, IFPO director.

Security Bureau's officer program is in four levels," explains Bob Guthy, vice president, organization development. "The CPO program is offered as the final step of that course. The whole program takes about a year."

According to Security Bureau president Gordon Ellis, the year is time well-spent. "We felt very strongly that our officers should have some kind of continuing education program," Ellis says. "We really liked the content of the CPO program, and it's great for our officers. They immediately see this certification as something they can aspire to. It provides them with a real goal." ■

For More Information

Security Bureau	Circle 251
IFPO	Circle 252

Homework Uncovers Shady Surveillance Firms

More than ever, corporate security directors are involved in the assets drain caused by suspect workers' compensation and third party bodily injury claims against their corporations.

Estimates of insurance and health fraud in the U.S. alone run from $30 billion to more than $100 billion yearly. One of the biggest scams: Employees allege severely disabling injuries to collect workers' compensation premiums from their employers.

Bill Kizorek

"Even claimants have a reasonable expectation of privacy."

Screen Surveillance Providers

Security directors who have yet to use investigative agencies to ferret out suspect claims should observe the following cautions when working with video surveillance companies.

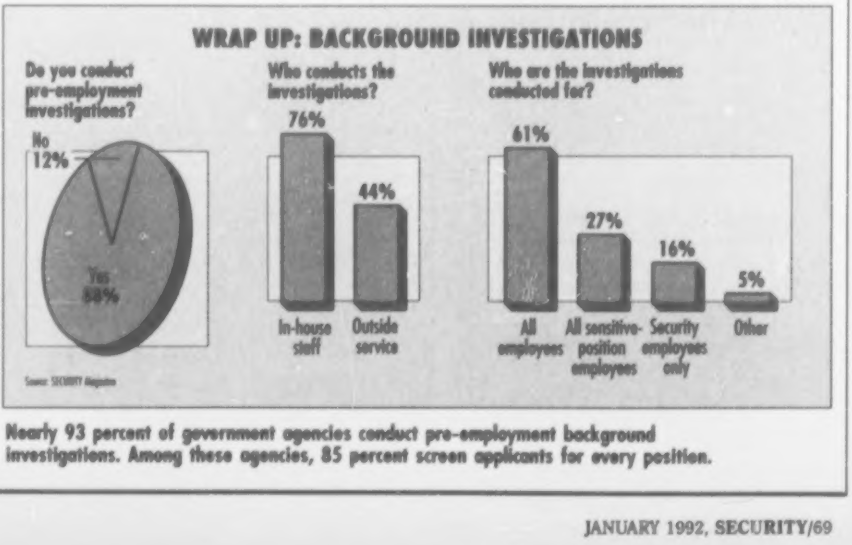
- Be sure the surveillants involved are not over-zealous and do not try to "rope" the claimant into strenuous physical activities. One example: Don't choose surveillants who are likely to puncture a claimant's auto tire.
- Determine if the agency has the proper equipment to do the job. Surveillance companies who specialize in this area spend about $30,000 to properly equip and train each agent.
- The surveillance company should, in most instances, use vans and not cars. This is to ensure that the agent goes unseen, especially in suburban neighborhoods.
- The agent's company should film activity as well as inactivity, and recognize that even claimants have a reasonable expectation of privacy (the surveillants should not climb trees to film areas protected by fences, for example).
- Control expenses. Establish an advance understanding about how much the services will cost overall, not just an hourly rate.
- After videotapes are taken of an allegedly disabled claimant, don't immediately turn this evidence over to the claimant. In many instances, a claimant or his attorney will re-tailor the injury to match the contents of the videotape if they see it in advance. — *Bill Kizorek*

Bill Kizorek is the author of three books on investigations and is president of InPhoto Surveillance, a nationwide agency headquartered in Naperville, Ill. ■

For More Information
InPhoto Surveillance Circle 266

In Brief

Security Education Systems of Forestville, Calif., offers two new training and reference handbooks. The "Pro-active Approaches to Fraud Prevention Handbook" lists key internal fraud symptoms, suspect profiles and extensive audit and investigation guidelines. The handbooks are $25 a copy. Contact Security Education Systems, P.O. Box 875, Forestville, Calif. 95436, (707) 887-0410 ☐ **Embezzlement help is also available from Security Education Systems.** A new training and reference source, the "Embezzlement Prevention and Investigation Handbook," contains investigation and prevention techniques, suspect profiles, internal fraud symptoms and sample reports. Contact Security Education Systems at the address above. ☐ **Chris Grubbs,** an authority on electronic surveillance, has been named vice president of Electronic Surveillance Inc., Dallas. Grubbs has been instrumental in the acceptance of the house arrest program in Texas and several other states.



Nearly 93 percent of government agencies conduct pre-employment background investigations. Among these agencies, 85 percent screen applicants for every position.

ZALUD REPORT

Trends and directions for buyer planning.

Industrial Security's Leadership Dilemma

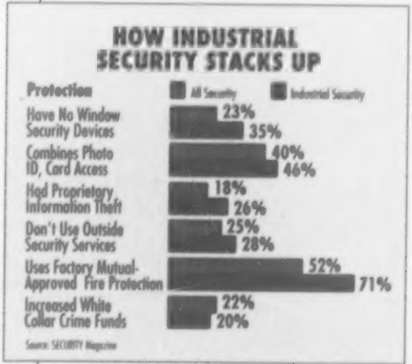
We've been talking about America's move to a global economy for so long that gradual shifts are almost indiscernible. Instead the large, rocky bumps grab our attention.

Today's bump — encouraged but not caused by a lingering recession — has everyone's attention.

Hurting Business Confidence

It's conjured a lexicon of pin-striped buzzwords: downsizing, right-sizing, globalization, decentralization, core businesses, refocusing. It's also created a crossroads challenge for private security — especially those hard-working men and women who serve industrial companies.

No doubt: Many folks had seminal roles in the progression of private security. But industrial security — building on its plant protection roots — has played a leadership role.



Industrial security departments display differences from security elsewhere.

And still can.

Intelligent use of technology; assertive involvement in business ethics; empowerment of employees relative to their security and safety. These are the signposts at today's crossroad. ■

New ASIS Board President Views Economic Impact

Mary Rawle

How security directors and managers face corporate downsizing and increasing competitive stress are front-burner challenges, says the new President of the Board of the American Society for Industrial Security (ASIS). Mary Rawle, CPP, of Texas Instruments, Dallas, believes America's economic malaise, while hurting everyone, has been kinder to proprietary security.

In a recent telephone interview, Rawle commented, "As companies downsize, each sector is impacted, but I feel security has been affected less."

Economic Downturn

Rawle feels downsizing is related more to the economy. "We are doing an even better job than ever showing CEOs how we add to the bottomline."

Another challenge: Some firms may hold down costs by avoiding professional security management. "If it's happening, I'm not seeing it," reports Rawle. "Professionals are being called upon more, taking over even more tasks and responsibilities."

Proactive Future

Yet development of effective prevention programs "is never fast enough to suit security," says Rawle. Many security departments are "too busy putting out fires" to devote all their time to prevention, she observes. And some of the fires are decidedly hot these days.

"Like government, companies must protect their proprietary information," says Rawle. "At times, they must resort to legal actions to uphold (their property) claims. Such competitive advantages can mean the difference between staying and not staying in business."

The ASIS Board President believes that security professionals act ethically and legally, even in today's highly charged environment. ■

Taking Charge Of Change

Every so often, factors collide and create more change than usual. That's what's happening to security.

Security and life safety are **now experiencing a rapid period of adjustment.** There is similar **change in the type and diversity of commercial and corporate buyers** of products, systems and services.

Technology advances have increased in their impact and influence. Asset protection purchasing has **gone beyond the confinement of security management.** Systems and integration pressure **more teamwork planning and purchasing** while emphasizing increased design needs. ■

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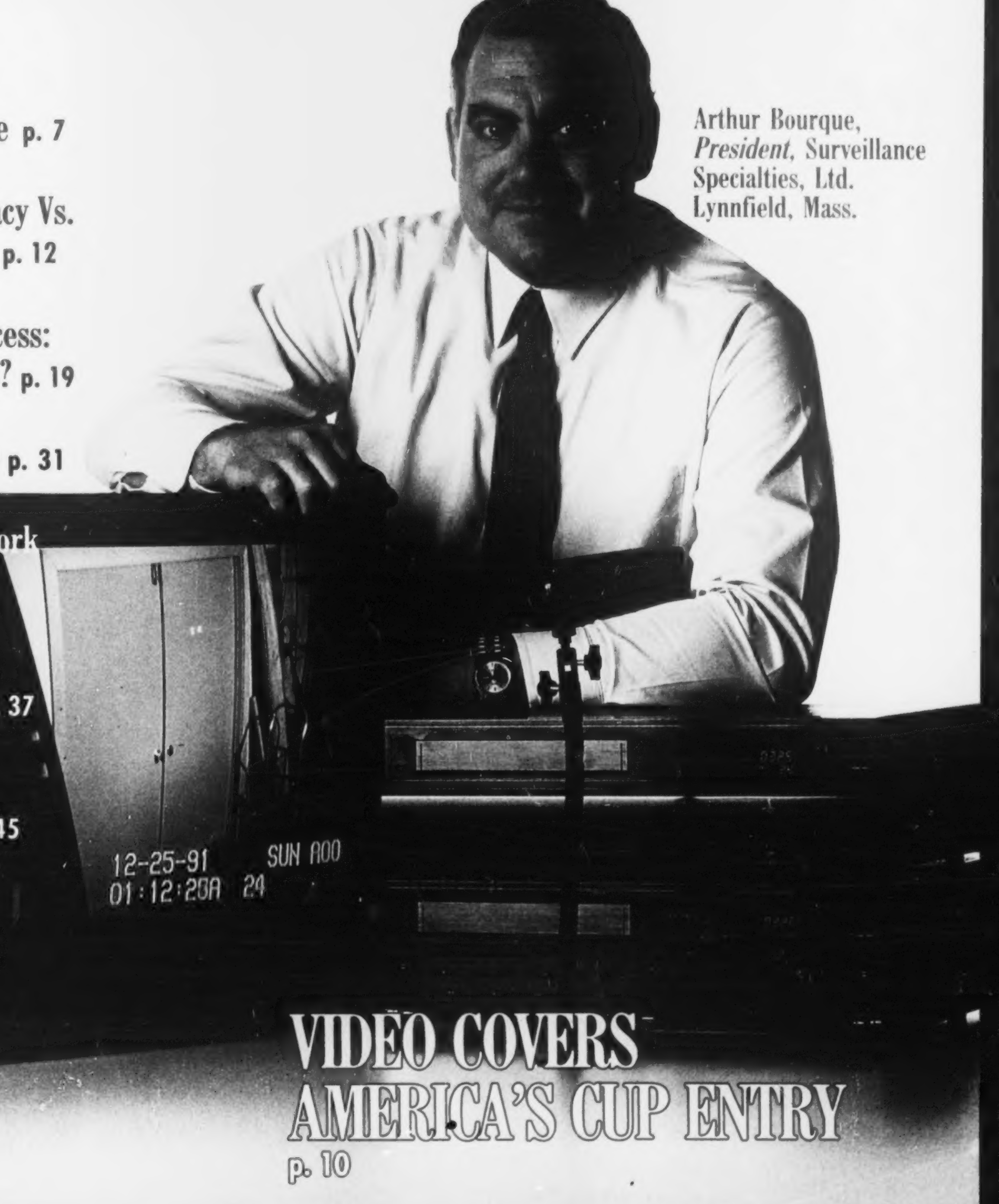

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President, Surveillance
Specialties, Ltd.
Lynnfield, Mass.

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The federal Disabilities Act has security links. See coverage in Access Control, Fire Protection and Screening.

Shred before your throw out paperwork. It privacy-protects documents, says Boston judge. **55**

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SECURITY

NEWS

Reports and incidents that impact asset protection.

Pulse Guns That Kill Computers

The country breaks under colossal computer failures, massive virus attacks and magnetic bombings of installations. It's computer warfare and the topic of a "think novel" called Terminal Compromise by Winn Schwartau.

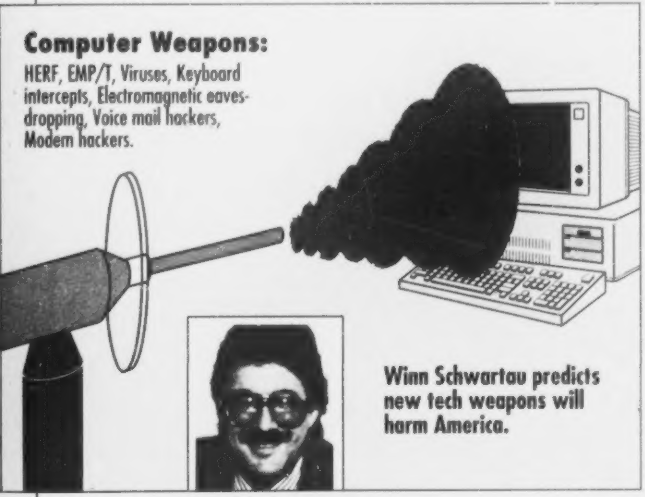
Schwartau believes that rogue nations, multi-national corporations, special interest groups and terrorists are using more effective weapons. "Off-the-shelf technology can put competitors out of business."

Magnetic Bullets

Electromagnetic advances, for example, are a particular threat. "There's still no legal status about electromagnetic eavesdropping."

Even more shocking, the computer security expert-turned-author, who now consults for STX, Vienna, Va., sees a future of terrorists armed with High Energy Radio Frequency (HERF) guns that invisibly blow up computer innards.

As computers continue to network, Schwartau pointedly believes the protectors (government agencies, business executives, security experts) are splintering into warring camps. Contact STX Information Security Group, Vienna, Va., (703) 827-6600 for more details. ■



Computer Weapons:
HERF, EMP/T, Viruses, Keyboard intercepts, Electromagnetic eavesdropping, Voice mail hackers, Modem hackers.

Winn Schwartau predicts new tech weapons will harm America.

A HERF gun is one of many emerging tech weapons aimed at computers and the information they contain.

NCPC Honors ADT

The National Crime Prevention Council (NCPC) and the Bureau of Justice Assistance at the U.S. Justice Department recently honored ADT Security Systems, Parsippany, N.J., for support of the Council's National Citizens' Crime Prevention campaign.

ADT's Jay Stuck (second, left) with Jimmy Gurule and Jerry Regier of Justice and Jack Calhoun of NCPC.

ADT, according to Corporate Communications Director Jay Stuck, has helped bring crime prevention information to communities nationwide through a series of "Spotlight Awards" ceremonies and "Corporation Action Kits," filled with tips on workplace and home protection. ■

Disabilities Act Alters Security

The Americans with Disabilities Act kicks in soon. It's a civil rights law, enforced primarily through civil action. Local building codes meeting new federal guidelines, however, can be certified by the Justice Department.

More details:

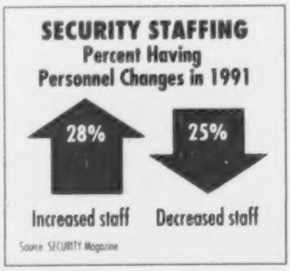
The Architectural and Transportation Barriers Compliance Board; 1111 18th Street N.W. - Suite 501; Washington, DC 20036; (202) 653-7843.

The Door and Hardware Institute; 14170 Newbrook Drive; Chantilly, VA 22021; (703) 222-2010.

Corbin Architectural Hardware; 225 Episcopal Road; Berlin, CT 06037; (203) 225-7411. ■

IN BRIEF

Thorn Automated Systems, Inc. of Westlake, Oh., has appointed Noel E. (Ed) Morgan as Vice President of Research & Development (R&D). ☐ **North Carolina has until April** to improve job and health safety enforcement, or the U.S. Labor Department will take over. Officials are under fire after the Hamlet, N.C., chicken processing plant blaze that killed 25 people. ☐ **Unclear videotape from a security camera** was the reason a Chicago-area judge acquitted two police officers in a $7,000 restaurant robbery. ☐ **A plan to let corporations send electronic filings** to the Securities and Exchange Commission is stalled because of the fear of inadequate security. ☐ **TWA is re-evaluating its program** of hiring inmates of the California Youth Authority as ticket agents, since one 20-year-old defrauded credit card holders. ☐ **Robert Maxwell, the media giant who took a deadly tumble** off his yacht and whose companies tumbled because of massive internal fraud, probably used security firms to wiretap his own financial officers. Maxwell's daughter allegedly also ordered document shredding.



Source: SECURITY Magazine

Twenty-eight percent of security departments added people in 1991, but nearly as many departments had to cut people last year.

Quick Response Emerging as a Sprinkler Standard

It's a logical marriage: liability concerns and quick response automatic fire sprinklers.

These sprinklers have special features. Their operating mechanisms — which have glass bulbs or soldered links — are less dense and offer significantly greater thermal sensitivity than standard water sprinklers. Water gets to fires faster.

Less Chance for Losses

Quick response commercial sprinklers are part of the larger "fast response" family, which includes residential fast response and early suppression fast response sprinklers (ESFR). They are subject to the same testing criteria as standard sprinklers; the difference is greater sensitivity to heat.

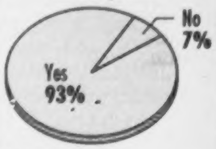
"Generally speaking, the industry is going toward quick response sprinkler heads," says Jim Mikkila, product manager, Ascoa Fire Systems, Cleveland. "So far, they're typically used where life safety is the greatest concern, such as hospitals, nursing homes and office buildings. Elements are about 25 percent more expensive, but head and valve cost is only about two to three percent of the typical sprinkler project cost."

Automatic fire sprinkler systems which use quick response components require special hydraulic design.

"If people just run out and replace their standard sprinkler heads, they can make a mess of their system," says John Ramsey, director of technical service, Viking Corp., Hastings, Mich. "You must verify the hydraulics of the system and spacing of the sprinklers so you can meet minimal flow requirements for the area you're trying to cover." — *Brenda Moss* ■

SPRINKLER SYSTEMS: NEARLY UNIVERSAL

Organizations using these systems



Source: SECURITY Magazine

Among sprinkler system installations, 75 percent of installed base are facility-wide.

For More Information

Ascoa Fire Systems	Circle 79
Central Sprinkler Corp.	Circle 80
Grinnell Corp.	Circle 81
National Fire Sprinkler Assoc.	Circle 82
Viking Sprinkler	Circle 83

On the Market

Detector Electronics Corp., Minneapolis, sells the Det-Tronics C7098B, a single frequency infrared (IR) optical flame detector that monitors its optical surfaces and electronics. It ignores sources such as arc welding, lightning and the sun. The housing is water- and dust-tight.

For information circle **84**

Tempilabel temperature indicating labels from **Tempil, Big Three Industries Inc.,** South Plainfield, N.J., turn black when a ladder has been exposed to temperatures above 300° F. Aluminum softens at this temperature. The UL-approved labels are applied to sections of ladders.

For information circle **85**

Real Liability Concern With Fire Integration

I've seen a lot of changes during the quarter-century I've spent in the fire industry, but the biggest change has been in liability.

If you don't have access to building codes and NFPA, UL and FM regulations and/or documents, you are doing your business a disservice.

Bob Ruyle

Fire systems are becoming integrated into large office complexes. This is an issue that the fire industry views with concern. Life safety systems should be separate from all other systems — and with good reason. Fire-related liability is much different than access control- or energy management-related liability. The integration of systems is gaining acceptance, however. A priority among fire engineers is for the fire alarm system to stand alone when any other integrated system parts go down.

Today it's not uncommon to find several standalone panels networked in a large integrated system. Make sure to account for transient voltage suppression and proper battery backup for all systems.

If you are looking to integrate new systems, be sure they are listed for such integration and that all equipment connected to that system is compatibly listed by the proper testing laboratories. It takes specially-trained technicians to work on large integrated systems, so make sure technicians are factory-trained. Test equipment is also different; again be sure maintenance personnel have the proper equipment and are trained in its use.

You can't afford mistakes when it comes to fire alarm installation and maintenance. One mistake can destroy a lot of property; one mistake can cost a lot of lives. — *Bob Ruyle*

Bob Ruyle is a fire and security consultant. He serves on national and local code-making bodies and conducts seminars on fire and related topics. ■

True Integration: It's in the Software

"Our integration goal: software and systems that minimize manpower requirements," reports David Tolensky of Chicago-based Morton International.

Now more than ever, security systems are facilities tools, and software is the key.

David Tolensky, corporate security supervisor at Chicago-based Morton International, knows the it well.

"Our chief goal was to find software and a system that would minimize manpower as we moved to a larger facility," he explains. "In the process, we were able to use applications that went beyond security." The total, integrated approach was designed by JWP Electronic Systems, Purchase, N.Y.

Software Controls

For example, access control and alarm monitoring software also control a Motorola (Schaumburg, Ill.) radio/telephone interconnection system. Security personnel can answer their phone via radio. The Software House (Cambridge, Mass.) system also connects a remote paging system from Visiplex of Deerfield, Ill. Security personnel receive a 36-character readout of alarms while away from the central monitor.

Tolensky explains that the latest off-the-shelf software they chose from Software House offered big savings.

"We were paying our data processing people $30,000 to $40,000 a year to run our time and attendance/access control programs," he says. "Now we can run it all on the same DEC computer that runs access control and alarm monitoring, and print out reports on laser printers we already had."

The Software Platform

Clearly, Morton's requirements to "plug in and play" their existing and new facility equipment typifies the driving force that is moving security toward true systems integration.

"People have made investments in hardware. Now they want it to do more, or add to it, or connect it to something else," says Michael Pilato, director of marketing for Software House. "Sometimes software has to be custom-designed, but more often, those needs and requirements become standard."

INTERFACE, INTEGRATE
Percent of Users with Connections Between:

Security, life safety	40%
Access control, CCTV	30%
Access, CCTV, intrusion	27%
Security, human resources	27%
Security, facilities management	19%
Access, photo ID or video ID	17%
Access, time and attendance	15%
Multi-tasking exists	9%
Access, transaction processing	5%
Access, process control	2%

Source: SECURITY Magazine

The trend is toward more connection among separate systems.

For security equipment buyers, all this translates into a change of consciousness — from making hardware-driven decisions to making sofware-driven decisions.

"Look for flexibility," Tolensky says. "If a program isn't changeable, if the supplier is rigid, then you're limiting yourself and making a mistake."

Covering System Levels

Remember that security software involves different levels — at readers, field panels and the CPU, for example, says Vic White, president, Receptors Inc., Torrance, Calif. "At the simplest levels, off-the-shelf intelligence is fine, but more sophisticated programming may have to be tailored."

And always look for portability and connectivity, the ability for the software to work with what you've got now, and what you might want to add in the future. — *Kerry Lydon* ■

For More Information

JWP Electronic Systems	Circle 96
Motorola	Circle 97
Receptors Inc.	Circle 98
Software House	Circle 99
Visiplex	Circle 100

Paging, Monitor Link Frees Site Officers

His aim: an alarm monitoring system that lets officers move around to eliminate after-hours, fixed-place alarm monitors. "Mobile officers could respond to emergencies or escort tenants while continuing to monitor our system," says Dave Polensky, corporate security supervisor at Chicago-based Morton International.

Best known for its salt, Morton International also makes specialty chemicals and is a leading maker and marketer of car airbag inflators. Headquarters is 15 floors of a 36-story high-rise in the Chicago loop area.

With a clear goal, Polensky examined numerous vendors, including Visiplex Inc., of Deerfield, Ill.

"I was somewhat apprehensive at first," says Polensky, "because the system was new to this country, though it had been proven in Australia."

Paging/monitoring Interface

The Visiplex system interfaces with alarm monitoring. On detecting a signal, a central computer downloads a message directly to the paging system, alerting staff anywhere in the building. The pager's "read" button provides data on the nature and location of the alarm. Business days, officers control visitor access at the monitoring desk yet keep the pager on as another alert.

Paging linked to monitoring increases mobility, says David Tolensky.

"I think it's paid for itself in the first nine months of operations, certainly the first year," Polensky remarks.

Triggered by special sensors, an automatic alarm monitoring paging feature, unique to Visiplex Plus, transmits user preprogrammed messages to designated personnel. Such sensors can fit to machines, alarm and security systems, emergency call points, wireless alarm transmitters and other switching devices. The system stores up to 1,000 "canned" messages, transmitted manually or automatically by external devices. The system accepts up to 1,000 contact and voltage level shift inputs.

After-hours Reduction Possible

"Our alarms tie to a computer which also governs the access control card key system," says Polensky. With alarm monitoring more portable, security could remove an after-hours manned computer station.

Visiplex pagers, similar to other paging devices, also have: alphanumeric output, several screens and more memory. The system shows pages on a 32-character screen. Continued pressure on the "read" button scrolls messages. The pager is about 2 inches by 3 inches by about ½-inch deep. — *Compiled by Edward Feit and Bill Zalud* ■

For More Information

Visiplex Corp.	Circle 101

Office Facilities Take Top-down Approach

The energetic entry of control systems manufacturers and integrators into the standalone world of security could pack an influential, top-down wallop.

Building automation, now more possible, offers office high rise advantages. "It's cohesive and seamless," says Cindy Embretson, market sales manager, fire/security, Honeywell Inc., Minneapolis.

Window to More Things

Today's advanced communications, information management and integration technologies take building automation to a higher level, what Embretson describes as "single window" intercommunication and interaction that performs two or more tasks.

Common is a local area network (LAN) and, more often today, a graphics user interface (GUI). Also important: the way various subsystems fit together. "Security should be integral, not a stepchild," says Jerry Adams, national marketing manager, Diebold, Inc., North Canton, Ohio.

Still, such building automation approaches aren't for everyone.

Security integrators and access control manufacturers are working upward, offering LANs with connection to field devices and control elements. The hang-up, according to integration experts, has always been standards and protocols. Some controls firms developed their own protocols and languages, while others, as well as independent integrators, depend more on off-the-shelf operating system platforms.

"(Proprietary systems) are good for security," adds Adams. "But they're a building automation drawback." Current favorites: the UNIX family and DOS Windows, which Honeywell's DeltaNet, for example, uses.

Packages Attractive

Beyond technology, top-down building automation offers the simplicity of one-sourcing. There's ease of change, says Honeywell's Embretson. Tomorrow's more complex integrated systems are "ongoing operations where it's common to enhance, replace and upgrade."

For example, newer systems use universal I/O modules for digital, analog, temperature, pulse, says Barry Sanders of Andover Controls, Andover, Mass.

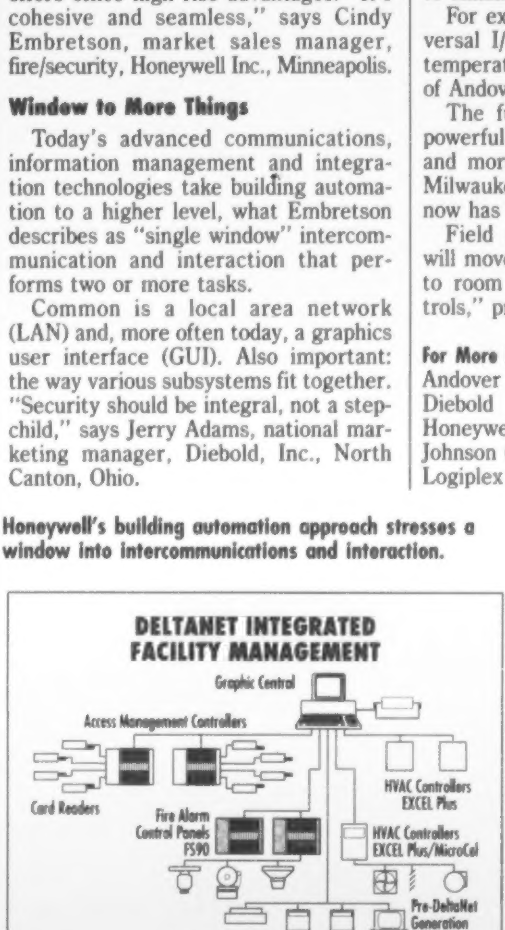
The future is obvious: fewer, more powerful display and control terminals and more at the source. For instance, Milwaukee's Johnson Controls Metasys now has zone terminal monitors.

Field devices and control elements will move downward. "We will go room to room to provide very tailored controls," predicts Embretson. ■

For More Information

Andover Controls Corp.	Circle 104
Diebold	Circle 105
Honeywell	Circle 106
Johnson Controls	Circle 107
Logiplex	Circle 113

Honeywell's building automation approach stresses a window into intercommunications and interaction.


DELTANET INTEGRATED FACILITY MANAGEMENT
Graphic Central
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Card Readers
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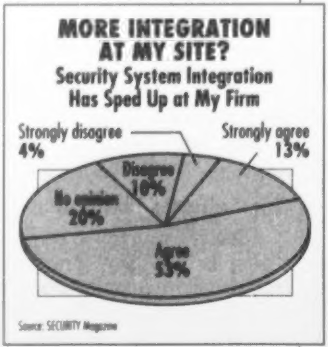
HVAC Controllers EXCEL Plus
HVAC Controllers EXCEL Plus/MicroCel
Pre-DeltaNet Generation
Delta 2000, 1000 and Excel Families



More than six in 10 buyers see strong system integration.

Disabilities Act Imposes Few Job Screening Limitations

The Americans With Disabilities Act (ADA) influences more than access and safety needs. The legislation affects pre-employment screening procedures and decisions, as well.

SECURITY Magazine asked experts in employment law to analyze how ADA governs screening procedures. Addressing these issues below are David Arnold, Ph.D. and Alan Thiemann. Arnold is general counsel and vice president of research for Reid Psychological Systems, Chicago, and general counsel for the Association of Personnel Test Publishers. Thiemann, a partner in the law firm, Taylor, Thiemann & Aitken, Alexandria, Va., serves as legislative counsel for the Association of Personnel Test Publishers.

Q: How does ADA define a disabled person?

A: The law defines a disabled person as one who has:

- A physical or mental impairment that substantially limits one or more major life activities,
- Has a record of such impairment or
- Is regarded as having such an impairment.

The EEOC defines an impairment as "any mental or psychological disorder such as mental retardation, organic brain syndrome, emotional or mental illness and specific learning disabilities." These guidelines, as well as prior case law under the Rehabilitation Act, exclude common personality traits.

Q: What's the relationship between ADA and pre-employment screening?

A: ADA does not restrict the timing and use of psychological tests (e.g. integrity, personality, attitude, etc.). Instead, it ensures that employers use non-discriminatory and valid selection measures.

Q: The ADA provisions state that medical exams may not take place at the pre-offer stage. Are psychological tests considered medical exams under ADA?

A: No. Commonly-used psychological tests are not medical in nature, nor do they identify disabilities. They are intended to identify personality traits.

Q: Are there limits to the personality traits employers may legally inquire about at the pre-employment stage?

A: There is one testing limitation. The test may not disclose a mental or psychological disorder. Tests that are intended to disclose impairments may be used only after a conditional employment offer is made. The majority of tests commonly used for pre-employment purposes do not disclose impairments. ■

Partnership Offers Site Drug Screening

There's a new drug screening service — Environmental Narcotics Detection Service (ENDS) — that's a unique partnership of two industry giants.

ENDS helps employers detect traces of illegal drugs in the work place. Pinkerton Security & Investigation Services collects test samples; Woburn, Mass.-based Thermedics analyzes them. Clients receive results within 48 hours.

Thermedics manufactures the Sentor detector, a vapor drug detection instrument which draws in samples of air and looks for the presence of narcotics.

ENDS identifies traces of drugs in the work place — not individual users.

"We're stressing that this is a work place — not a work force — device," Kevin O'Connor, senior vice president for Pinkerton, tells SECURITY Magazine. "We're not trying to identify those associated with elicit drugs.

"ENDS is a management information tool — it complements other measures, and we'll help clients narrow the focus for the next step."

Call 1-800-232-PINK. ■

For More Information

Pinkerton/ENDS	Circle 206
Thermedics	Circle 207

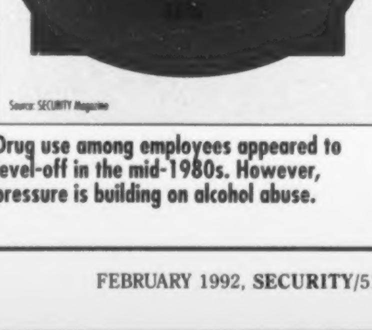
On the Market

A phone call now tells supervisors if employees report to work while under the influence of drugs or alcohol. **Impairment Measures Inc.**, Houston, offers the Vocalyzer, a real-time, telephone-based service which identifies intoxication. Supervisors dial Impairment Measures; subjects follow recorded instructions which ask them to recite specific words and numbers. A computer analyzes the voice pattern and immediately provides employers with an impairment reading. Fatigue, stress and other variables don't affect results.

For information circle **208**

Carco Research announces Zipcrim, a do-it-yourself national employee screening software product and service. The Zipcrim database provides employers with a fast, easy and inexpensive method for obtaining criminal records. Users need an IBM-compatible PC (AT or higher) and modem, a printer and MS-DOS 3.2 or higher system software. Record search results are available for PC-viewing or printing within 24 hours. Users pay a one-time software charge, plus a set fee per search. Clients use their PC for other tasks when they are not using the service.

For information circle **209**


EMPLOYEE SUBSTANCE ABUSE
Abuse evidence: 1990-91

Source: SECURITY Magazine

Drug use among employees appeared to level-off in the mid-1980s. However, pressure is building on alcohol abuse.

ZALUD REPORT

Trends and directions for buyer planning.

High Rise Security and Tenant Services

Building owners and managers, facing a soft real estate market and dropping per foot rentals, are fighting back with integrated systems that save money while offering value-added, tenant-tailored, billable services.

"We optimize the management of the facility," points out Cindy Embretson of Minneapolis-based Honeywell Inc.

Driving such applications: computer and communications advances — as well as the growing tech comfort of local authorities with jurisdiction, not the greatest advocates of integration.

It also brings together (some say colliding) approaches — security and building automation. They both share a growing range of products and services, including direct digital control (DDC) systems, field devices (sensors and transducers), control elements (valves and dampers), engineering and design services and installation and maintenance services.

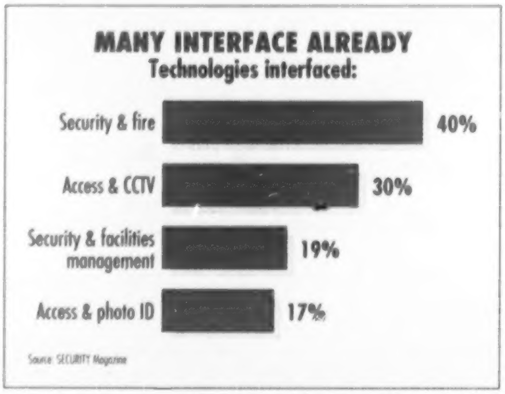
What deserves careful consideration — beyond smooth systems and energy-cost savings — is the need for a secure and safe environment. "Security should be integral (in integrated systems), not a step child," says Jerry Adams, national marketing manager, Diebold, Inc., North Canton, Ohio. ■

BUILDING INTEGRATION

8%

Source: SECURITY Magazine

Among respondents, 8 percent have some type of integrated or automated building management system.



The first steps toward automated building management systems are seen in many office buildings today.

High Rise Office Segregates Databases for Tenant Tailoring

In high rises, a security system that simplifies custom tenant service has great attraction.

Philadelphia's Two Logan Square, a 34-story, multi-tenant office tower managed by JMB Properties Urban Company, has integrated access and elevator control, closed-circuit television (CCTV) and voice intercom.

Yet one feature — fully-segregated databases — permits one master to serve two autonomous users: the base building and an anchor tenant. Designed and installed by the Philadelphia Office of Electronic Services International (ESI), a New York City-based systems integrator, the distributed system has Wiegand-type "key readers" networked with a DEC Microvax 2000 as the main controller. Software House (Cambridge, Mass.) C-CURESystem 1 Plus software offers the "segregated databases."

The building's safety and security manager handles the building database. The controller concurrently runs another fully dedicated database, managed by a tenant law firm that occupies the top ten floors.

Wiegand Key Ring Device

About 2,000 high rise workers carry a plastic key-like device instead of a card. These Wiegand "keys," on a key ring, work with key readers. The key ring device is more "business-convenient" for multi-tenant high rise office buildings. The technology permits other allocation tasks: automated recording of photocopy use and long-distance telephone banks, for instance.

Key readers are at the door to a pedestrian bridge which connects a parking facility with the building. Readers are also at perimeter doors, the main lobby's security console for automated, after-hours log in/out, on elevators and at other locations. The law firm has seven key readers securing its space.

With 25 current alarm points, the system can handle up to 1,024. There are 240 operator passwords, 128 time intervals, 126 (6x) different access levels, 1,000 alarm conditions, 21 alarm priorities displayed as maps with English text response, 100 different door groupings, 128 time codes and 64 operator privileges. — *Compiled by Jim Ladesich and Bill Zalud* ■

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MARCH 1992/A CAHNERS PUBLICATION

SECURITY®

FOR BUYERS OF PRODUCTS, SYSTEMS AND SERVICES

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SECURITY

NEWS

Reports and incidents that impact asset protection.

SECURITY Honors Achievement

"The result of doing something well is — simply and practically — to have done it," says Bill Zalud, SECURITY Magazine editor.

"This issue of SECURITY Magazine honors security executives who have done things well," adds Zalud, in announcing Thomas Hendershot, CPP, as the 1992 recipient of the nationally-recognized Executive Achievement Award. Hendershot is manager of employee and plant protection at Steelcase Inc., Grand Rapids, Mich.

In activities as far-ranging as use of technology to substance abuse awareness programs, Hendershot exemplifies the best in the field. An exclusive interview with the Award recipient appears in People.

Also this month, SECURITY Magazine takes particular aim at corporate, commercial and government buyers who have also done some specific things very well. Under the banner of SECURITY's BEST, more than a dozen installations are spotlighted for their practical, functional, creative use of technology.

Articles that feature SECURITY's BEST new and retrofit security, life safety and integrated systems appear in various segments of this issue.

SECURITY Magazine also honors the recipient of the Fifth Annual William H. Brownyard Award for Meritorious Service. Curtis Fontaine, a lieutenant with First Security Services Corp., Boston, a contract officer firm, was honored for defusing a robbery. The Brownyard Award is solely supported by the Brownyard Group, Bay Shore, N.Y. An article on the Brownyard Award winner appears in Officers. ■

Bill Zalud

SECURITY's Best

ABM's Remote Downloading

ABM Data Systems of Dallas, Tex., has released a Remote Downloading package that allows users to send information directly to off-site dealers, branches or corporate customers. It allows connection to a fax machine, PC or serial printer and is an option of ABM's central station automation software: Data Command Center (DCC). With Remote Downloading, an operator pushes "one" button and an alarm and a detailed report is sent to a specified fax number. More details: ABM Data Systems, Inc., (800) 767-7067. ■

FBI Gang Fight

Calling it a "peace dividend," Attorney General William Barr reassigned 300 FBI agents from counter-espionage to violent street crime and 50 to healthcare fraud.

The move's a positive political spin for the Bush Administration and its tarnished crime fighter image. Yet it's a letdown to some corporate security executives who have urged federal help toward fighting illegal intelligence gathering activities aimed at U.S. firms. ■

Islam Security Concern Surfaces

Police, security officials and religious groups are viewing with growing alarm the security business of the Nation of Islam.

Under the leadership of Wallace Muhammad, the group has an internal security force, the Fruit of Islam. In addition, it has "for profit" security firms including N.O.I. Security Agency Inc. Some officers freelance.

Those investigating the City College of New York rap benefit stampede that killed nine are looking for Islam officers among X-Men Security Inc., which helped with protection.

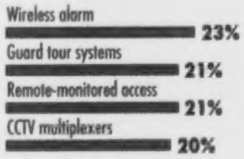
Then in January, the Anti-Defamation League protested awarding N.O.I. a security contract for the Venice, Calif. Holiday Venice Apartments, a federal housing project. The group charges N.O.I. would discriminate against resident Hispanics and Jewish neighbors. ■

IN BRIEF

Dixie Peters, a former security manager at Thiokol Inc., Ogden, Utah, alleges in a lawsuit that she was forced in the late 1980s to release MX missie secrets to foreign and U.S. firms, but she was then fired. ☐ **Roy Pollack,** president of R.S.P. Security, Boca Raton, Fla., and Atlanta, Ga., recently earned the Certified Protection Professional (CPP) designation. ☐ **The ASIS Washington D.C. Chapter** will hold its 1992 Countering Terrorism Seminar on June 10 at the Sheraton National Hotel, Arlington, Va. Contact Mayer Nudell, 400 Timber Ln., Falls Church, Va. 22046, (703) 237-2513, Fax (703) 533-0358. ☐ **The 3rd Annual** ASIS Region III Security Forum & Exhibits — "The Management of Security — Leadership to the 21st Century" — is March 26 to 27 at the Industry Hills & Sheraton Resort, Calif. More details? Call Kenn Coolidge at (805) 373-6227. ☐ **Automatic Identification Manufacturers (AIM USA)** and the editors of SCAN Newsletter have named Gary W. Ahlquist, senior engineer at Eastman Kodak Co., Rochester, N.Y., recipient of the prestigious Don Percival Award.

NEW TECH LURES BUYERS

New users in 1991:



Source: SECURITY Magazine

There's strong interest in emerging technology.

recorder makers are scrambling.

"Cameras are getting better, supplying higher resolution pictures," Schindler explains. "It's too bad that some recorders can tape only half the resolution."

"Super VHS" recorders and tapes are the likely solution. S-VHS recording provides higher resolution and improved signal to noise ratio, crunching better pictures onto the tape.

"The problem with S-VHS has been the price of the tapes," Schindler says. "But we expect that to change as volume improves and as higher resolution recording becomes essential."

A regular TLR can record 240 to 300 lines of resolution in color, Schindler says, compared to the S-VHS recording capacity of 400 lines. Still, at $12 to $15 per tape, S-VHS has a way to drop to compete with $2 and $3 regular consumer tapes.

High-end recorders are also adding on new built-in features. Gyyr, Anaheim, Calif., just introduced two TLRs, one with a quad, the other with a forward and reverse time-date search. Other recorders are featuring RS-232 ports, which allow desktop computers to control the recorder. Application software will be the challenge here, as users seek to record data along with video and interface video and computer systems. — *Kerry Lydon, Contributing Editor* ■

For More Information

Gyyr	Circle 68
Panasonic	Circle 69
Toshiba Video Systems	Circle 70

CCTV Added to Crowd Control

Targeting crowd control, Madison Square Garden, New York, N.Y., installed a new black and white video system.

"They had three or four cameras at their loading dock, some panic buttons at the windows, a few alarms, but no comprehensive security system until now," claims Bob Haynes, owner of Haynes Security Corp., Farmingdale, N.Y. Haynes has worked with the Garden for the past decade, and recently specified a comprehensive CCTV configuration for the installation.

Public halls across the country have beefed up security in response to violent, though isolated incidents.

The arena has had comparatively little trouble thanks to plenty of law enforcement and security officers on hand. "The Garden has an excellent crowd control policy," Haynes says. Now, with its CCTV network in place, the Garden has enhanced protection.

Cameras in the Garden

Haynes installed 75 black and white VC2200 CCD cameras from Vicon Industries, Melville, N.Y. The VC2200, a ½-inch general purpose camera, provides 50 IRE output for .35 lux illumination, making it ideal for an arena that is often darkened.

Several of the cameras are mounted on Vicon pan/tilt drives with autopan capability. All of the cameras are outfitted with auto iris lenses, some fixed focal length, some zoom.

Zoom lens control is provided by a V100ZF Phase Eight lens controller. These particular controllers boast a circuit interlock, which prevents damage that could occur when buttons for opposing functions are pushed at the same time. Furthermore, Phase Eight offers speed control by a panel-mounted potentiometer and internal range compensation.

"The video is displayed on 9- and 15-inch black and white monitors," adds Jerry Jacobson, Vicon's director of marketing programs. "For permanent records, several VCR401 time lapse recorders were installed." The 401's normal screen displays include time, date, day and recording mode (24 to 480 hours). The VCR also has automatic recording cycles and seven automatic alarm recording periods. Rechargeable memory back-up prevents loss of clock settings in the event of a power failure. The back-up can operate clock functions for up to 21 days.

"In terms of its size and complexity, it's a relatively modest installation," Jacobson says. "But no less remarkable." ■

For More Information

Haynes Security Corp.	Circle 71
Vicon Industries	Circle 72

Zoom Camera Stops Illegal Vending at Tiffany's

Tiffany and Co., New York, N.Y., retrofitted color CCTV, and added a zoom camera for outside surveillance.

Tiffany's business reputation presents the international jeweler with two security challenges.

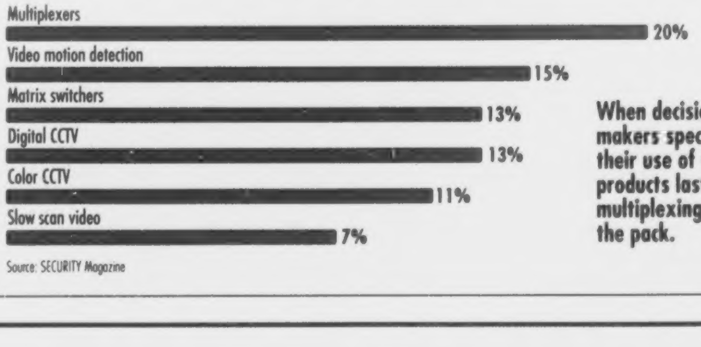
"First, the company was expanding its business, and consequently needed to increase its level of security," says David Rosengrant, director of engineering for Tiffany's installer, New York Security Systems, Middletown, N.Y. "Also, they were having some problems with street vendors selling jewelry in front of their Fifth Avenue store. Because of the Tiffany name, illegal vendors found the store a great place to hang out. They sold fake watches and jewelry at the door, then took off when the police arrived."

In meeting the first challenge, New York Security retrofitted Tiffany's existing black and white CCTV system, upgrading it with Sony color cameras and a Uniplex multiplexer from Dedicated Micros, Vienna, Va.

"The multiplexer provided a huge savings," Rosengrant says, "both in in-

MULTIPLEXERS TOP CCTV LIST

Percent using these tools in 1991



Source: SECURITY Magazine

When decision makers specified their use of CCTV products last year, multiplexing led the pack.

Insurance Firms Toughen Fraud Fight

Staged auto accidents. Key-in-ignition auto thefts. Phony injuries. Such fraudulent insurance claims have multiplied by leaps and bounds. The National Insurance Crime Bureau (NICB) is doing something about it.

Launched early this year, the new agency — a merger of the National Automobile Theft Bureau and the Insurance Crime Prevention Institute — employs a national network of 165 investigators who help law enforcement prosecute insurance fraud perpetrators.

Top-to-Bottom Education is Key

Phony or altered claims cost insurers more than $17 billion in 1991, adding more than $100 to the average auto and homeowner premium, industry figures say. The problem has prompted most of NICB's 700 member insurers to create their own special investigative units. NICB investigators work hand-in-hand with these units.

NICB investigators have a second primary responsibility: to educate claim representatives, underwriters and other industry employees to recognize fraudulent claims, particularly those which are auto theft- and accident-related. It typically takes five claims to generate one fraud case, NICB reports.

"There's a crying need to educate industry employees to recognize fraud so they can alert us or their special investigative units," Arnold Schlossberg Jr., NICB president, tells SECURITY Magazine from the agency's Palos Hills, Ill. headquarters.

"We're not so much after individual citizens. Our major focus is on white collar and career criminals," Schlossberg continues. Professionals generate about half the fraud, NICB estimates. Shady doctors and lawyers play a part.

Public Leads are Crucial

The NICB has launched a national fraud hotline: 1-800-TEL-NICB. It received 17,000 calls during its first three days of operation. "Infuriated citizens produce outstanding leads," Schlossberg says. "About 30 percent of the American people think it's okay to falsify a claim — we want to change the attitude of these Americans." — *Brenda Moss* ■

For More Information
NICB Circle 261

Employers' Actions Louder Than Words

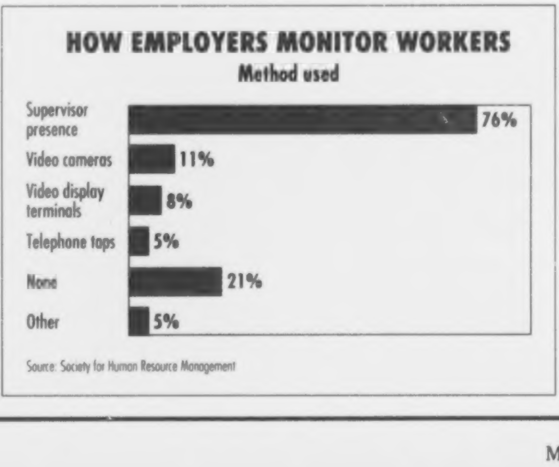
Both sides in the work place privacy debate agree some surveillance methods are acceptable. Approval and implementation usually don't coincide, however.

The Society for Human Resource Management (SHRM), Alexandria, Va., surveyed members and discovered that although more firms use CCTV than video display terminal (VDT) keystroke surveillance, keystroke rate monitoring has the higher approval rate. VDT keystroke monitoring, as a matter of fact, is the only surveillance action which gains approval from more than half of respondents.

Nearly half of those surveyed agree that their organizations have the right to record employees' phone activities; five percent use telephone taps.

Among respondents, 21 percent do not monitor employee activities in any way during working hours. ■

For More Information
SHRM Circle 262



Source: Society for Human Resource Management

More than 50 percent of firms which monitor employees say workers are aware of the monitoring. Higher productivity is usually the goal.

In Brief

Help from The National Fraud Investigation Center — The Center offers Fraud Detect, a user-friendly software program which prevents loan, credit card and employment fraud. It detects bogus, incomplete or erroneous personal information. The program is available via P.C.-based software, on-line access (with modem) or custom-designed licensing agreements, and is updated on a quarterly basis. Circle 263 for information. ☐ **The Bureau of Justice Assistance (BJA) awards grant.** — The Circle Inc., McLean, Va., the recipient, will develop a model clandestine drug laboratory investigation and prosecution program. ☐ **John E. Reid and Associates, Chicago** — The firm offers its interviewing and interrogation seminars in major cities throughout 1992. Call (312) 876-1600 for a seminar schedule. ☐ **Need to make untraceable calls?** — Tel-Safe Communications, Long Beach, Calif., protects agency and client call activity during investigations. There's no billing record of calls. Tel-Safe thwarts ANI and Caller ID equipment, too. Call (800) 457-0231 for recorded information.

Compliance Headaches Simplified

Slower than some to use computers in the office, security executives suddenly have a plethora of packages automating tasks.

"Record keeping, reports and statistical tasks are perfect for today's computer systems," reports Al Cross, whose PPM2000 InTrack system (PPM2000, Blue Bell, Pa.) automates the security office. In a related niche, computer software now targets the paperwork blizzard of compliance.

"Compliance is very labor intensive," says Robert Parkinson, president, S&R Software Inc., Cockeysville, Md. S&R — with its security compliance management software — joins a handful of firms offering software tools.

S&R targets compliance at government agencies, defense contractors and information-sensitive businesses. Like other new-wave computer tools (Case Chaser from Indata of Hudson, Oh., and PPM2000, for example), the S&R package is really a software shell containing a variety of linkable applications or modules for specific and general chores.

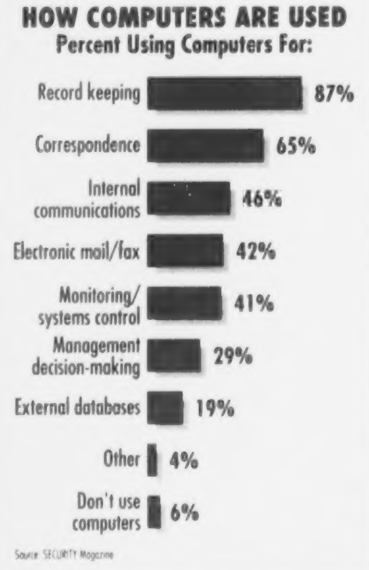
Modules are closely interrealated. Compliance document control involves a lot of steps and people, according to Nate Parkinson, S&R's vice president of marketing. Modules cover: briefings, classified contracts, storage containers, access ("to keep a tight audit trail," comments Parkinson), visitor control, visitor authorization and personnel.

Writing software for compliance tasks starts with a hard look at mandated requirements, federal regulations and company policies. "The technology provides a way to meet requirements in detail," adds Nate Parkinson.

To appeal to the widest number of potential users, S&R and some others take a flexible operating system (OS) position — supporting MS/DOS, UNIX, mainframes and Macs; standalones to networks; supercomputers to desktops, adds W. Douglas Lucy, vice president of technical services. UNIX, especially, is gathering high-end advocates over others. ■

For More Information

Case Chaser	Circle 271
PPM2000	Circle 272
S&R Compliance Software	Circle 273

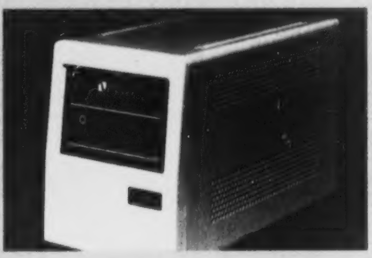


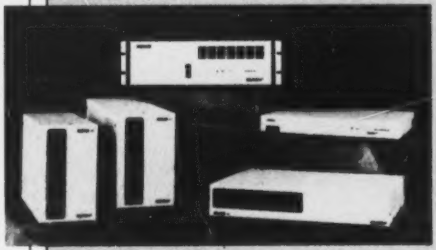
Computer use varies. Respondents provided multiple answers.

On the Market

Standby Power Systems from Best Power Technology, Inc. include 250VAC and 450VAC models that provide full-time lightning and surge protection (UL 1449); high voltage protection; full-time EMI/RFI protection; and have status indicator and alarms. An interface port triggers safe, orderly shutdown of security systems.

For information circle **274**





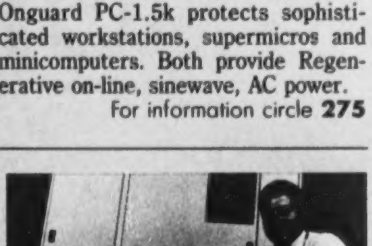
Rackmount UPS versions from Clary Corp. cover the Onguard PC Series 1.0k and 1.5k models.

The Onguard PC-1k protects up to four LAN fileservers while the Onguard PC-1.5k protects sophisticated workstations, supermicros and minicomputers. Both provide Regenerative on-line, sinewave, AC power.

For information circle **275**

A new service guarantee package comes with the Series 300 UPS from Liebert Corp. The Series 300 (with ten models from 10 to 125 kVA) conditions power and provides backup power. Two new standard features have been added to the line: an input isolation transformer and an input filter.

For information circle **276**



ZALUD REPORT

Trends and directions for buyer planning.

New Construction Value-added Grows

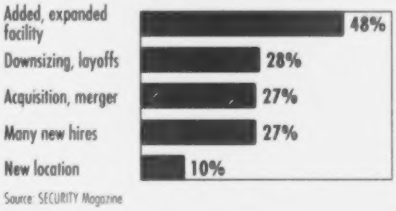
It's surprising how complex things are the closer you get to them.

Take new construction, for example. With a sluggish economy still smarting from the savings and loan debacle, construction has been hit hard.

There's sinking construction unemployment — 17 percent just two months ago, compared to 14.5 percent last January, says the Labor Department. Overall unemployment is about 7 percent.

CHANGES IN 1991 AFFECTED SECURITY

Percent of buyers affected by:



Source: SECURITY Magazine

Even without new construction, many facilities changes affect the security operation.

But construction, a labor-intensive business, still shows activity, growth and strength. With total new construction pegged at $406 billion (measured in August), newer, "Class A" office buildings have lower vacancies than older "Class B" and "Class C" office buildings, for instance.

To be sure, owners and operators are cutting prices and deals to attract tenants to new office and manufacturing sites. They also are providing value-added services — including security options — to sweeten the pot. New buildings, chock full of cutting edge technology and protection, naturally draw more tenant loyalty.

Strong Exceptions Exist

In addition, certain geographic areas and types of businesses report strong new construction activity.

Such sophisticated sites are ripe for sophisticated security systems designed into the facilities. Many, according to recent SECURITY Magazine research, boast more integrated connections among security and life safety functions and other building systems. The future: smart buildings.

Changing Priorities

New construction also gets a jolt from the so-called "peace dividend." Whatever water Bush Administration military cuts throw on the economy, other government-induced funding will spur construction through federal environmental, R&D, airport user tax and highway funding.

Such "yin-yang" effect also is seen in modernization of existing facilities. Building owners and operators, in several industry studies, report spending more on remodeling than new construction today. Even bad news can create the need for upgraded security systems. Downsizings and reorganizations are wrenching examples. In facing modernization projects, cost of installation of a security system is only one factor among many. Michael Morgenstern of Continental Instruments, a access control systems manufacturer, tells The Zalud Report, for instance, that buyers now think harder about operation and maintenance costs. ■

Modern Lab Security

A proprietary security system is part of a modernization program at John Hopkins University's Applied Physics Lab in Laurel, Md.

The system is based on the Centrascan Information Manager (ADT Security Services) and includes a central console, three terminals and 80 Focus 100B Systems.

John Hopkins University wanted to improve security within 20 buildings on a single site. It contracted Gage Babcock of Vienna, Va., to specify the technology used in the SECURITY's BEST installation, according to Gage Babcock's Bob Craig. ADT's Baltimore, Md., office worked closely with John Hopkins and its consulting firm.

Among special needs: ADT 24 hour, 7 day service.

Says Bob Burch, security supervisor at the Applied Physical Lab complex, "We may expand to include access control and fire alarm protection to ultimately make an integrated system." ■

For More Information

ADT	Circle 291
Gage Babcock	Circle 292

Perception of Violence Grows

From college date rape to post office murder, violence has seeped into the workplace.

The numbers are small; the incidents are rare; the headlines are bloody and gruesome. The solutions are limited. The perception often forces protection beyond what's foreseeable. ■

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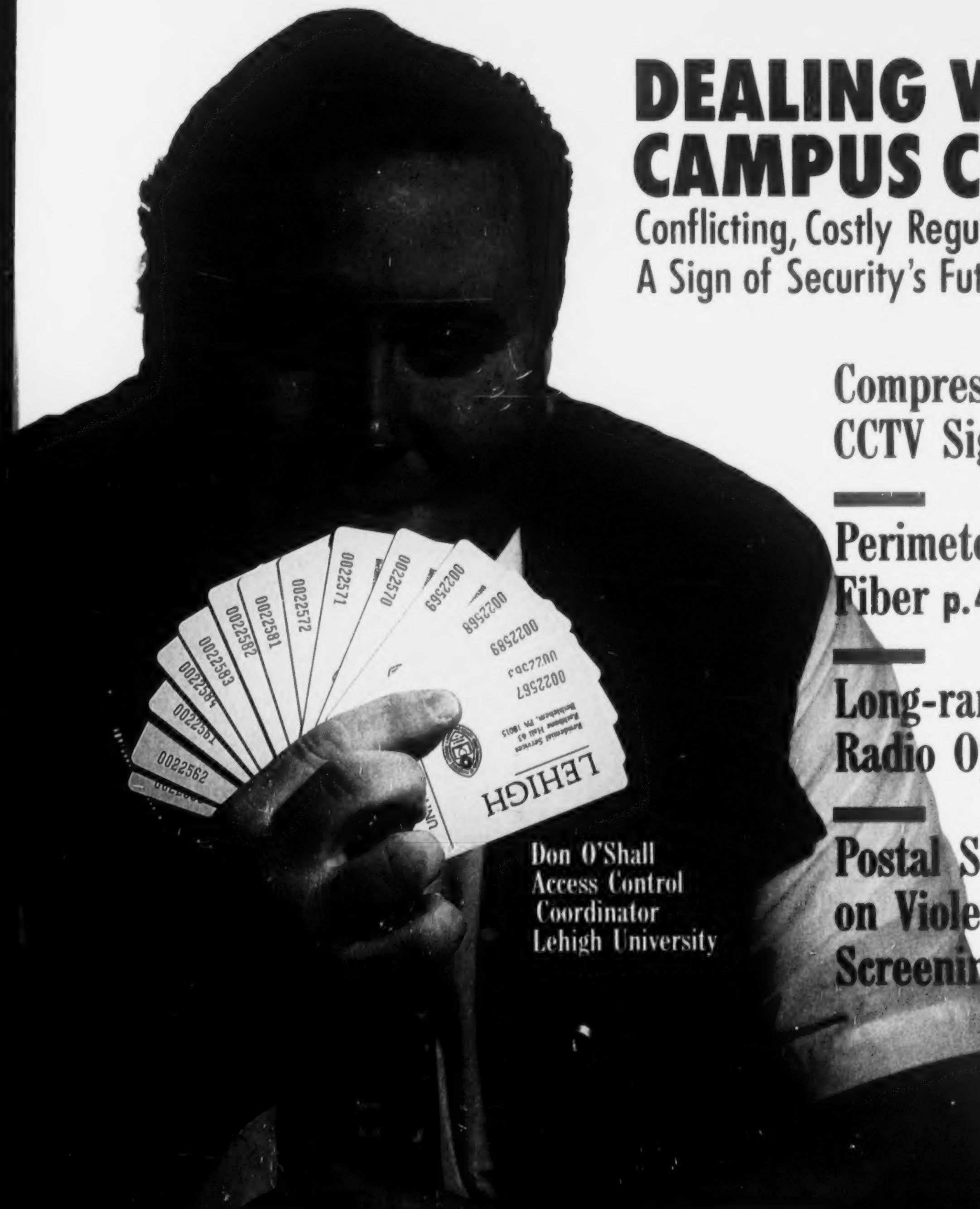

Don O'Shall
Access Control
Coordinator
Lehigh University

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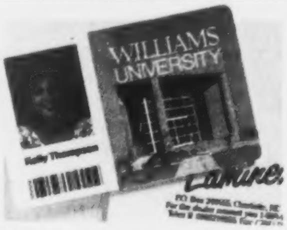

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SECURITY

NEWS

Reports and incidents that impact asset protection.

The Marketing of McGruff

McGruff is now available on caps, jackets and other apparel for use by corporate security departments.

McGruff, the dog that's taking a bite out of crime, barks for the Crime Prevention Coalition and the National Crime Prevention Council (NCPC), non-profit organizations that work with local community groups and corporations on a variety of crime awareness and prevention programs.

NCPC has recently licensed use of the trademarked McGruff image to Louisville Manufacturing Co., which offers McGruff caps and apparel personalized with a corporate identity, organization name, slogan or event name.

According to Jack Kenner, regional manager for Louisville Manufacturing, McGruff caps also can contain a "name dropper" label sewn on the cap's sweatband to acknowledge a corporate sponsor.

SECURITY Magazine readers can obtain more information on the line of personalized McGruff licensed products by contacting Jack Kenner at Louisville Manufacturing Co., P.O. Box 1436, Louisville, Ky. 40201 or by telephoning (800) 626-2277. ■

Low Tech Greater Threat

"Most business clients feel threats come from very sophisticated people and electronic techniques," says Howard Miller of Miller Consulting Services, Ltd., Falls Church, Va. "But they really face more of a threat from low technology corporate intelligence gathering."

Miller's firm, which offers myriad services, proved the point by listening to executives talking at a favorite company "watering hole."

"It's very easy to pick up code names, identify people and their positions, build a glossary and piece together a strategic business plan," adds Miller. One type of service offered: an employee awareness program. "In many ways, gathering information and listening are art forms. Human skills are very important," contends Miller. Training employees how to use these skills also protects the company. ■

President Bush Signs In

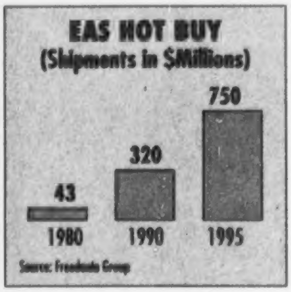
President George Bush went shopping at the National Grocers Association convention earlier this year.

By signing his "John Hancock" on a shopping receipt, Bush used a "yet-to-be-introduced" signature capture point-of-sale (POS) system from NCR Retail Systems Div., Dayton, Ohio. Sized like a small clipboard, it has a pressure-sensitive writing area. NCR also seems willing to integrate it with other retail systems, including security. ■

President George Bush uses a prototype signature capture system by NCR Retail Systems.

IN BRIEF

Dual technology bomb detection is the aim of a $2.4 million contract from the FAA to EG&G Astrophysics Research Corp., Long Beach, Calif. The contract is for development of T-SCAN, which integrates an advanced x-ray technique, Multiple-View/Dual-Energy X-ray, in combination with Thermal Neutron Analysis (TNA). ☐ **More border security** was ordered by Attorney General William Barr. It includes: 300 new border patrol officers; 200 new Immigration and Naturalization Service investigators; and more physical border security — lighting, sensors and patrols. ☐ **The National Security Agency** allegedly is pressuring the cellular telephone industry not to build too much privacy protection into the next generation of cellular phones, according to Computer Professionals for Social Responsibility. A new encryption code, privacy advocates contend, is purposefully weak to allow government spying. ☐ **DNA fingerprinting** got a boost from a study by geneticists at Yale University, who based their reliability findings on samplings from the FBI and Lifecodes, a DNA fingerprint firm.



Electronic article surveillance systems, strong in retail, are moving into the industrial sector, too.

Few Users Plan Card Turnover

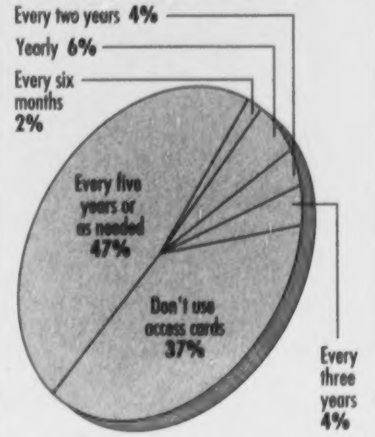
A minority of card access system purchasers establish a card re-issuance or replacement schedule.

SECURITY Magazine's 1992 First Quarterly Telephone Survey finds that most card-carrying firms need a reason to replace cards — loss or damage being the usual motives.

On average, just four percent of respondents replace access cards yearly — industry and finance lead here. Industry turns up again at the top of the every-other-year replacement category; industrial "abuse" is a likely cause.

Organizations employing at least 1,000 people are most likely to replace cards yearly or every two years, the survey finds. ■

ACCESS CARD REPLACEMENT
How often do you re-issue or replace access control cards?



Source: SECURITY Magazine

Access card-carrying firms most likely re-issue cards on an as-needed – vs. planned – basis.

Campus Sets Single-card Example

Students and employees at Duke University need just one card to access residential and academic buildings and pay for meals, haircuts and photocopies.

Students use Duke Cards for campus access and everyday needs. Off-campus facilities are also tied to the system.

This single-source ID card has a name: the Duke Card. It's a magnetic stripe card — vs. smart card — and according to Joe Pietrantoni, Duke's vice president, auxiliary services, the Durham, N.C. university reaps cost-effective security benefits through card use.

"We have about 10,000 cardholders. Since we only need one card — instead of six like many campuses do — we only have 10,000 cards in circulation, not 60,000. This cost savings means we can afford 24-hour, seven-day security coverage."

A Duke Card reader and standard telephone are installed at the front door of each residential hall for access.

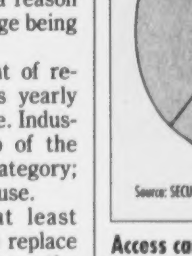
Duke University uses the Optim9000 CampusWide System from Harco Industries, Inc., Phoenix, Ariz. The system handles up to 65,000 cardholders and stores two million transactions. ■

For More Information

Harco Industries	Circle 41
Other Selected Campus Access/ID Sources	
Diebold Inc.	Circle 42
Edicon Systems Div./Kodak	Circle 43
Matrix Systems	Circle 44
Polaroid Corp.	Circle 45

Card Access On Campus

College administrators, students and parents all have heightened awareness of campus security problems now that the federal Student Right-to-Know and Campus Security Act of 1990 is in place. I expect the Act to substantially provoke administrators to provide better campus security and access control, since the new law requires uniform reporting of crime statistics.



Gary Schiff

So far, colleges and universities have not used card access technologies extensively because of high-cost and high-volume access requirements. Some schools, however, are beginning to use card access technologies which are coupled with accounting systems and digital photo ID systems.

Compared to colleges in less congested areas, inner city campuses at higher security risk have larger — yet fewer — buildings and few entrances. Access at these schools can be accomplished with card reader-controlled doors or turnstiles at limited access points. For larger, less vulnerable campuses with many buildings and many entry points, threats and risk to the campus may not justify the cost of implementing card access control solely for access' sake. For large campuses with higher crime statistics, card access may be deferred due to budget constraints.

Debit card use is rapidly emerging at more affluent campuses. Through interest on paid-in-advance account deposits, these cards can actually produce revenue to offset the costs of implementing features such as access control.

Campus cards are also useful from an ID standpoint. Coupling the student's picture to the card allows cashiers and librarians to verify that the photo matches the user. Also, digitally-stored ID photos provide convenient card reissuance.

Emerging card technologies and social issues will dramatically affect school administrators, students, parents and card access systems suppliers. — *Gary Schiff*

Gary Schiff, PE, CPP, is president of Schiff & Associates, Bastrop, Tex. ■

Price Drop, Tech Rise Bring Color Out of Grey Area

Slowly but surely, color CCTV systems are gaining greater use and wider acceptance in the security industry. Bob Schindler, national sales and marketing manager for Toshiba Video Systems, Wayne, N.J., discusses some of the forces and developments moving the industry in color's direction.

Q: Why is color taking so long to catch on?

A: People have been buying color, but not here. In Japan now, 50 percent of their security systems are in color. In the U.S., it's about two to five percent. The major reason color hasn't caught on as much here is cost — color is two to three times more expensive than black and white. Plus, the sensitivity isn't low enough. Average black and white sensitivity is .5 lux. A color camera is 5 lux. People have said you can't use them under the same conditions.

Q: What products are in development to change this?

A: As far as Toshiba is concerned, we've got a couple items coming out in May that may turn this perspective around. For example, our IK636A is going to be a 1 lux color camera.

Q: What advantages could offset the cost of color?

A: The obvious answer is that you have more information to go on. Casinos, for example, want to be able to see the colors of the different chips. In banks or other applications, you want to see what color clothes a person is wearing. Basically, you're getting a more complete image.

Q: In addition to technology, what other factors will open up the color market?

A: Well, there are economical factors as a result of the technological developments. It's comparable to the situation with television sets years ago. Black and white was the standard, color was expensive, and gradually that changed. Now, cost comes down, without bringing quality down with it. ■

For More Information

Toshiba	Circle 56
Other Color CCTV Manufacturers Include:	
Burle Industries	Circle 57
Ikegami Electronics	Circle 58
Javelin Electronics	Circle 59
Panasonic	Circle 60
Sanyo	Circle 61

CCD WITH PROVISIONS

88%

Source: SECURITY Magazine

Among those planning to buy CCTV systems, 88 percent prefer black and white CCD cameras with provisions for auto zoom and pan/tilt.

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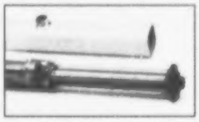

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For information circle **406**

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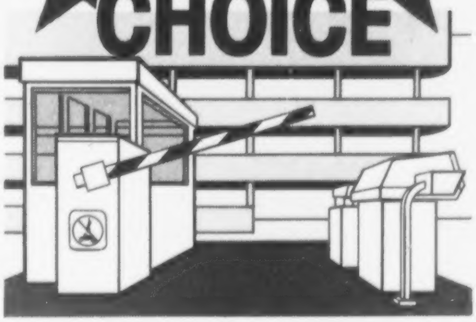

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For information circle **407**

Hot Fiber Optics Systems Move into Perimeter Uses

The fiber optic boom that's hit everything from cameras to phones may add new appeal to outdoor protection.

As an alternative to buried coaxial and electromagnetic sensor cables, fiber optic sensor cables have advantages. "They aren't affected by electromagnetic or radio frequency interference that can cause false alarms," explains Larry Porter, marketing director for Mason & Hanger National Inc., Huntsville, Ala.

And as an alternative to above-ground fence sensors, fiber optics isn't impeded by snow, fog or rain. Buried fiber optic sensing systems, such as Mason & Hanger's new line dubbed FOIDS, responds to pressure, movement and sound, or any combination of these, depending on system configuration and adjusted sensitivity. Stellar Systems, Santa Clara, Calif., offers its pressure-sensitive Sabreline, while Fiber SenSys Inc., Beaverton, Ore., has a Fiber Optic Intrusion Detection System with standard features as well as electro-optics module and signal discrimination electronics.

Two concerns about fiber optics, cost and splicing difficulty, are important to consider for outdoor systems.

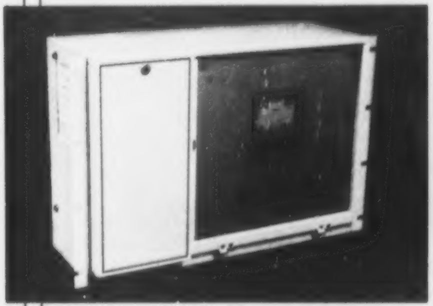
"These systems use standard, commercially-available fiber optic cable, which runs $1 to $2 per foot," Mason & Hanger's Porter says. "Ported coaxial cable can cost more. It's copper!"

And while splicing fiber optic cable will impede signal strength, standard methods have reduced that loss to .3db. Further, systems such as FOIDS are engineered to run a 60 kilometer (or 38 mile) continuous loop of protection without amplification or repeaters. — *Kerry Lydon, Contributing Editor* ■

For More Information

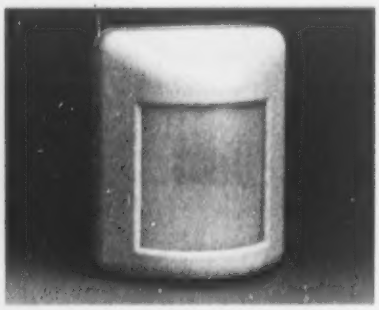
Fiber SenSys, Inc.	Circle 156
Mason & Hanger	Circle 157
Stellar Systems	Circle 158

On the Market



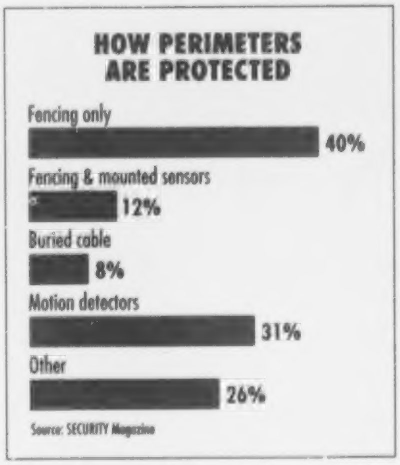
The CM100 from Senstar is an enhanced control module for the company's Sentrax buried-cable outdoor perimeter security system. CM100 features expanded alarm interpretation and system maintenance reporting. It alarms to provide early detection of RF jamming.

For information circle **161**



The Trapper XP-3 from Aleph International is a passive infrared detector with SMD circuitry. The PIR also has a copper-plated PC board, providing RFI immunity. The XP-3 has a fully-tested dual pyroelectric element, jumper selectable pulse count, walk-test LED and a built-in tamper switch.

For information circle **162**



Although security fencing is the perceived norm, many are using motion detectors and other technologies.

Standard Sensor Cable Keeps Technological Pace

Fiber optics isn't the only member of the intrusion arena, just the newest. Many existing technologies and intrusion devices are continuing to improve and upgrade.

There is a call for greater range and coverage. Companies like Assessment & Control International, Farmington Hills, Mich., developed a remote intrusion system for multiple perimeters at multiple sites.

"In a way, the technology allows us to be more simplistic," says Marsha Newman, president of ACI, whose 9000-R system, which Newman calls a "smart fence," works with a modem and RS-232 to centralize perimeter alerts from remote sites.

And fiber optics aren't the only system going underground. GPS Standard's buried system uses three-core, fully-screened cable encased in synthetic rubber tubing, making the system more durable to outside conditions. ■

For More Information

ACI	Circle 159
GPS Standard	Circle 160

Postal Service Backpedals Employee Violence Screening

The U.S. Postal Service can't follow through on its highly-publicized November announcement that it will perform background investigations of its 750,000 employees.

Postmaster General Anthony Frank articulated the colossal screening plan one day after the mid-November killing spree at the Royal Oak, Mich. post office. A former letter carrier shot and killed four supervisors.

SECURITY Magazine has learned that by early 1992, the U.S. Postal Service was backpedalling on its plan to screen all employees, saying that such a task is just too large to take on.

A Pledge is Eluded

"The privacy concerns are immense here," says Lou Eberhardt, postal headquarters spokesman. "And there was never a plan to screen all employees — only those who have had recent problems with management."

Postmaster Frank isn't available for comment: He resigned at the end of February.

Instead, this month, the Postal Service is kicking off a voluntary poll — the Employee Opinion Survey — to gauge employee concerns.

Volunteers Hold Key to Progress

The assessment, developed by Market Facts, a Chicago survey research firm, is an annual voluntary, anonymous, multiple-choice "attitude survey." All "career employees" will have the chance to complete the questionnaire. The last question invites open-ended comments.

"This is not a substitute for individual screening," contends Joe Hillery, principal psychologist for Market Facts' Washington, D.C. office. "It's part of a strategic plan to increase employee commitment.

"The survey will gauge attitude, organizational climate and issues of rewards and recognition," Hillery continues. "We want to use the survey as a diagnostic tool. The 27,000 post offices we will feed data back to are encouraged to work on action plans in accordance with the results we get."

The postal worker survey could alleviate some pressure. Disgruntled postal workers have killed 26 people at work in the last five years. American Postal Workers Union members consistently point out unfair management practices and unreasonable productivity demands that accelerate stress in their workplace. — *Brenda Moss* ■

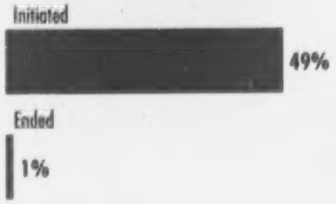
Drug Screening Still Thrives

As the nation anticipates the aftermath of President Bush's War on Drugs, businesses continue to hail methods which prevent drug-related losses.

SECURITY Magazine's 1992 First Quarterly Telephone Survey finds that just one percent of respondents discontinued an employee drug screening program last year. Industry leads all segments which launched such programs in 1991.

Firms employing at least 1,000 people were most likely to add screening in 1991.

SCREENING STARTS, STOPS
Employers who initiated or ended drug screening programs in the last year



Source: SECURITY Magazine

Employers continue to favor drug screening programs, especially for industrial workers.

On the Market

Syva's Emit tox Serum assays are now part of Syva ETS Plus System drug screening capabilities. New are Emit tox Serum Barbiturate Assay, Emit tox Serum Benzodiazepine Assay and Emit tox Serum Tricyclic Antidepressants Assay. The ETS Plus System was designed specifically for drugs-of-abuse testing with emphasis on simplicity and convenience. Results are available within two minutes per test.

For information circle **206**

Wells Fargo Investigative Services offers its Five Star Pre-Employment Screening Program. The program consists of five elements: county criminal record check, state drivers license record check, consumer credit report, social security verification and previous employment verification. Clients receive 72-hour turnaround and custom-designed reports.

For information circle **207**

InterGram, An Argenbright Co., helps employers recognize job applicants' tendencies towards dishonesty and substance abuse. InterGram's pencil-and-paper TrueTest includes scenario questions, and is 84 percent effective, according to the test's publishers. Users have four choices for evaluation: phone-in, mail-in, a handheld computer for self-scoring or computer software.

For information circle **208**

ZALUD REPORT

Trends and directions for buyer planning.

Officer Criticism Stirs Measured Industry Reaction

Increasing competitive and regulatory pressure are slowly transforming the contract security officer industry.

To get a better handle on the officer area, a first-ever national survey — conducted jointly by SECURITY Magazine, associations and consultants — will shoot down some misconceptions and reinforce some stereotypes when it's released next month.

It also comes as contracting shifts from myopic attention to price to consideration of quality issues.

Recently, in a scathing, and some say biased, blast at the largest contract firms, a TIME Magazine report — "Thugs in Uniform" — painted a withering picture, stitching together the extremes of officers gone bad with quotes from "used-to-be" employees.

Pinkerton CEO Tom Wathen calls it "pure trash...an insult to the entire industry."

"The article does an extraordinary hatchet job," says Albert Berger, Pinkerton's president, getting agreement from — of all people — Dennis Dalton of Dalton & Affiliates, Fremont, Calif. The independent consultant, the author of a guide to quality issues within an officer contract, believes the TIME piece showed "significant bias against Pinkerton's and Burns."

There's a different perspective, though. Folks as diverse as The Security Letter's Bob McCrie and Guardsmark's Ira Lipman see a function in bad news — it can stir people to action.

HOW TRAINED?
Percent Using:

On-the-job training	90%
Formal, in-house training	54%
Films, videos	52%
Certification	32%
Magazines	27%
Formal, external training	25%
Shows, seminars	17%
Hire experienced people	1%

Source: SECURITY Magazine

On-the-job and inside training programs are the most popular.

Lipman calls the TIME article "a long overdue indictment of the security industry that exposes problems that require the immediate attention of legislators, business leaders and the public."

Gore Bill Push?

Already simmering is federal legislation proposed by Sen. Albert Gore (D-Tenn.), which fixes federal hiring and training mandates while setting standards for state regulators.

Spillover from negative media attention may fuel the fire for the Gore bill, says attorney Clifford Ingber, who has represented a number of industry concerns, including Burns International. Ingber, who favors federal legislation, feels the Gore bill needs some work.

"It's not a well thought-out bill — I think it was written by a special interest group," Ingber says. "As written, it favors certain companies over others. There is definitely some bias."

In responding to the incidents which TIME showcased, Charles Schneider, president and CEO of Baker Industries, parent company of Burns, issued a statement that read in part:

"As every one of our people knows, we condemn misconduct — regardless of how minor or infrequent — and work tirelessly to prevent it. Neither I nor anyone else at our companies will settle for anything less than having every one of our security officers qualified to ensure the safety of our businesses, homes and families."

Improvements Demanded

Yet, no matter the amount of truth in such coverage or the marketing and political wrangling behind the push for increased regulation, the smoke may be worth the heat.

"Yellow journalism? I don't agree," says Bob McCrie of The Security Letter in New York City. "While [criticism] focuses on the dirty laundry, it makes a point that the industry has to improve. [TIME] does focus on the problems of bigger companies in the industry, and it does present an unflattering mirror to the industry, but one that we can learn and improve from."

The National Private Security Officer study will help. "Obviously, the data, when available, should give us a much clearer picture as to where the industry is today," adds Sam Martin of Martin Security Resources, Duncanville, Tex.

Martin has pinpointed two issues. One is the ability of contract firms and proprietary force employers to successfully screen applicants' backgrounds without unreasonable hindrance. "Hiding or preventing access to factual information is not a help."

The other issue: licensing requirements vary among the states. "I don't know if federal legislation is the answer," Martin says. — *researched by Stephen C. George, compiled by Bill Zalud* ■

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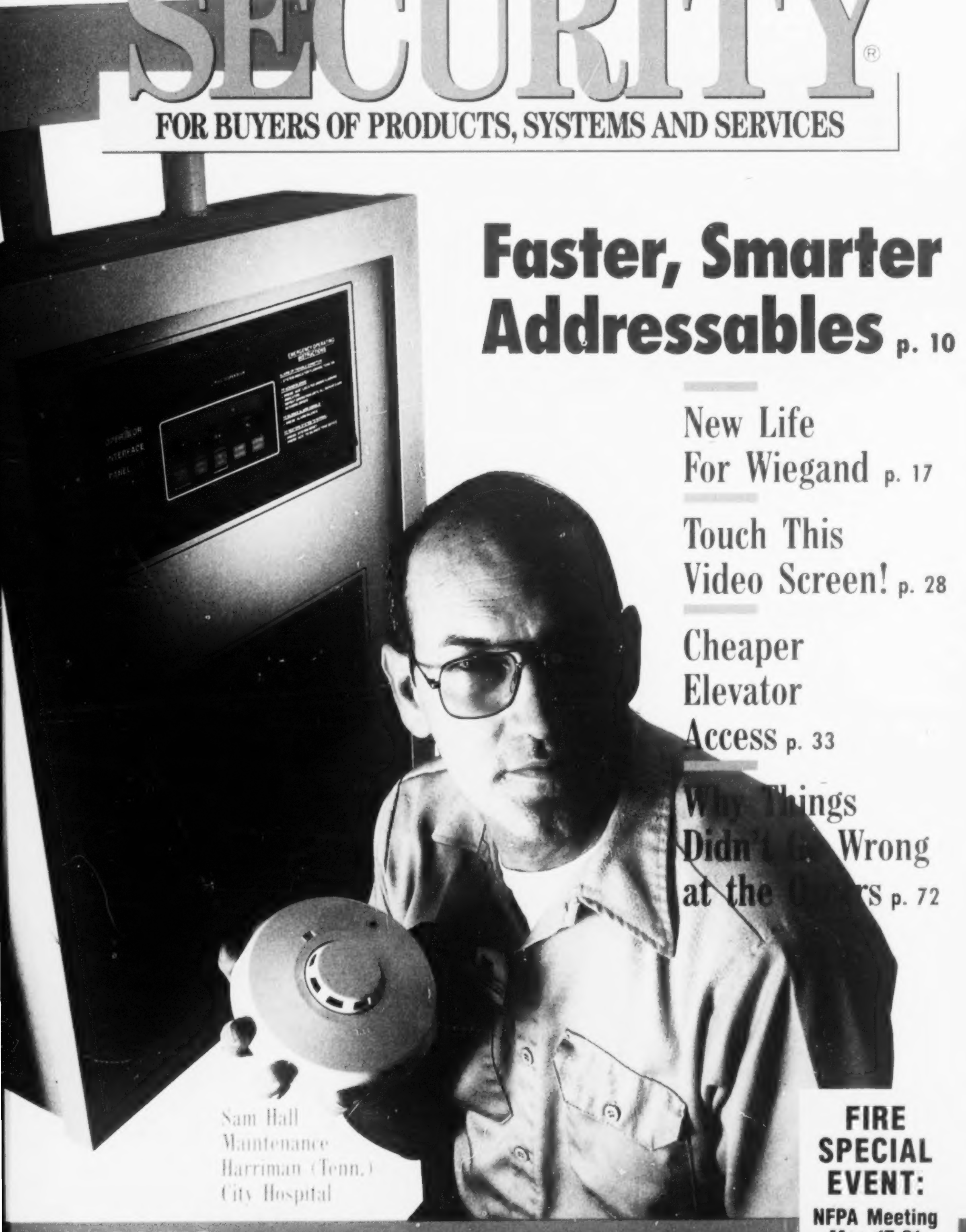

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Maintenance
Harriman (Tenn.)
City Hospital

FIRE SPECIAL EVENT:
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May 17-21

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SECURITY

NEWS

Reports and incidents that impact asset protection.

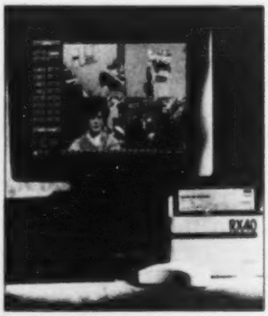
SIA Names Product of the Year: Robot's HyperScan

The HyperScan Digital Picture Transmission System from Robot Research, Inc., San Diego, Calif., is "Product of the Year", according to attendees at the industry's ISC West, held earlier this year. Runner up: the VGER2010 from Voyager Security Systems of Morgan Hill, Calif., a "next generation" wireless product with spread spectrum radio signalling.

The technology honor is part of an innovative College of New Products program, produced by the Security Industry Association (SIA).

Using a multi-media presentation, the College is an ongoing forum for the most technologically innovative security products to enter the market each year. It includes independent judging and preference voting by conference attendees.

According to Robot, HyperScan offers significantly faster transmission speed and sharper picture resolution than conventional long-distance picture transmission systems. It's a PC-based system that allows users to store, recall and receive high-resolution, high-speed video pictures that can be transmitted over ordinary phone lines, cellular and radio links or the ISDN network. ■



The HyperScan Digital Picture Transmission System from Robot Research is Product of the Year in the industry-sponsored College of New Products.

For More Information

College of New Products	Circle 1
HyperScan from Robot	Circle 2
Security Industry Association	Circle 3
VGER2010 from Voyager Security Systems	Circle 4

FAXed Alerts Combat Hijackings

Following an interesting cooperative trend set by the insurance companies which recently formed the National Insurance Crime Bureau, the National Freight Claim and Security Council of the American Trucking Associations announced formation of a FAX-delivered national theft alert program.

The theft network provides a stolen tractor/trailer description via FAX to nearly 1,000 contacts, thanks in part to the assistance of the National Association of Truck Stop Operators and state agencies operating weigh stations.

The Council has visibly increased its initiatives to fight a recent outbreak of theft, pilferage, worker's compensation fraud and hijacking. More details? Circle 5. ■

"Improvements spur retrofit upgrades and integration," says SECURITY Publisher Jack Hollfelder.

Renovation Spending Grows

"The Commerce Department's unique, once-every-three-years study of the nation's nonresidential buildings points to stronger than ever specifying and buying of retrofit security, life safety and integrated systems," says SECURITY Magazine Publisher Jack Hollfelder.

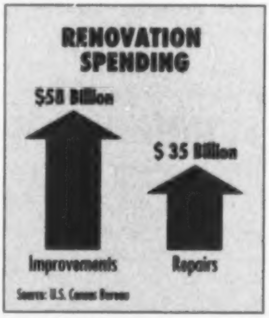
Based upon Census Bureau figures, the report estimates $93 billion was spent for improvements and repairs to nonresidential buildings in 1989 — about 20 percent growth compared to $78 billion spent in 1986.

Recession Benefits

"America's slowly-receding economic recession will be viewed as a minor setback for such strong growth, and may help encourage more investment in technology and physical improvements," says Hollfelder. "Specific to

IN BRIEF

The number of **full-time state and local law officers** grew 28,500, or 5.4 percent, from 1987 through 1990, increasing from 528,300 to 556,800, says the Bureau of Justice Statistics (BJS). ☐ Washington, D.C.-based American Society for Industrial Security will hold its **Physical Security Technology & Applications Conference** at Harbor Court Hotel in Baltimore, Md., June 15 to 17. ☐ **Cactus poacher John R. Yates**, leader of a gang of cactus rustlers, was sentenced in federal court last month to 46 months imprisonment, says Justice Department officials. ☐ **Protection of Assets Manual** is a one-source management guide to cost-effective security programs. More details: The Merritt Co., Dept. D38505, P.O. Box 955, Santa Monica, Calif. 90406. ☐ **Factory Mutual Engineering and Research Loss Prevention Data Books** have expanded to 11 volumes this year. More details? Factory Mutual Engineering Corp., Attn.: Order Processing, P.O. Box 9102, Norwood, Mass. 02062; or order by credit card by FAXing Factory Mutual representatives at (617) 762-9375.



Source: U.S. Census Bureau

Annual spending in nonresidential buildings in 1989.

SECURITY NEWS

security, improvements include hardware and systems access control, CCTV surveillance, inside and perimeter intrusion and improved life safety systems. Renovation also as building owners look more closely at integrated security and building systems and their advantages."

An additional $83 billion was spent on construction of new nonresidential buildings. Yet, the comparison of improvements to new construction varies widely by the type of building. ■

Campus Victim Gets $1.6 Million

As foreseen in exclusive SECURITY Magazine coverage of campus crime, increased political, legal and victims' rights attention has increased court and jury awards in cases of negligent security at colleges and universities.

In late March, for instance, one of three rape cases pending against the University of Southern California (USC) ended in a jury award of $1.6 million. At SECURITY Magazine press time, the jury was still deliberating over punitive damages which could push the cash award even higher. USC maintains it provided adequate security in the 1988 incident. ■

$1 Million Reward in Museum Theft

The Washington, D.C.-based Investigative Services Group is placing advertisements in U.S., European and Asian newspapers, reminding readers of a $1 million reward for information about the $200 million art theft two years ago at the Boston Gardner Museum. ■

Sensormatic

Sensormatic Electronics donates $50,000 to the National Center for Missing & Exploited Children (NCMEC). Among Center concerns: infant abductions from hospitals and health care facilities. Pictured from left to right, John Rabun, NCMEC Vice President; Terry Price, Group Vice President, Industrial Division of Sensormatic Electronics; Dr. Daniel D. Broughton, Chairman of the NCMEC Board and Head of Community Pediatrics, The Mayo Clinic; and Ralph Parilla, NCMEC Board Member.

Bankers Certify Security Officers

Nearly 200 security officers are now Certified Financial Services Security Professionals (CFSSPs) through the Institute of Certified Bankers, according to the American Bankers Association.

"Certification proves security expertise and marks a giant step toward complying with the Bank Security Act's Regulation P," says Boris F. Melnikoff, chairman of the CFSSP Advisory Board. Federal Reserve Regulation P mandates that every bank has an assigned security director who reports directly to the board of directors on the bank's written security policies.

"The certification program goes a long way in preparing security personnel to confront these crucial issues as well as enhance professional practices among bank security personnel," said Melnikoff, who also is senior vice president, Wachovia Corporation, Atlanta.

The Institute launched the certification program a year ago. ■

Pentagon TV Has Classified News

A secret television network, broadcasting from the Pentagon, creates and sends programming — including classified documents — to 20 U.S. sites. The Joint Worldwide Intelligence Communications System, first on the air during the Middle East war, contains a 45-minute daily briefing by Rear Admiral Mike McConnell, intelligence directorate for the Joint Chiefs of Staff. It uses encrypted television signals and secure telephones and will extend to about 75 worldwide sites soon.

The Central Intelligence Agency also is considering starting up a television network or joining the Pentagon network. ■

Social Security Plugs Leaks

In late February, Social Security Administration Commissioner Gwendolyn S. King sent a letter to employees warning them "not to use records to obtain or release information" on anyone outside official needs.

Employees were earlier indicted for selling file information to private investigators. ■

But Dead Get Paid

Each year, nearly 175,000 dead people elude a sophisticated computer checking system and continue to receive Social Security benefit checks, according to auditors in the Department of Health and Human Services. The Death Alert Control and Update System, managed in Baltimore, receives state death records and matches them against the Social Security rolls. ■

Brain Machine Betters Polygraph

Machines that track event-related potential (ERP) brain waves may be more reliable than the polygraph, according to researchers at the University of Illinois. ■

Sam Hall programs a TrueAlarm smoke sensor's ID code; next he'll program the 8001 panel to recognize the code.

it's in the alarm mode.

Harriman City Hospital is constructing a new, four-story building which opens in August. It will accommodate expanded surgical and emergency departments, and add another 27 patient rooms. The expansion won't present any challenges for Hall or the system.

One of the beauties of the system is ease of adding on. The hospital will add another 80 or so devices — that includes smoke sensors, pull stations and flow switches for sprinklers.

Harriman City Hospital's fire safety commitment extends beyond state-of-the-art technology. Employees participate in fire safety seminars twice monthly. Attendance is mandatory, and influences performance evaluations. — ***Brenda Moss*** ■

For More Information

Simplex Time Recorder	Circle 11
Other Selected Addressable Analog System Providers:	
Cerberus Pyrotronics	Circle 12
Fike Corp.	Circle 13
Notifier	Circle 14

Compliance Ignites HAZ-MAT Purchases

Once an oddity outside chemical production plants, hazardous materials (HAZ-MAT) response equipment is finding its way into environmentally-conscious, safety-aware buildings ranging from dentists' to corporate offices.

Hazardous materials kits and spill absorbers are among the market's mainstream products.

Kits are typically "generic" — they're intended to address most hazards. They usually contain disposable clothing and gloves, a spill control product, a cleanup product and a disposal container.

"The principle behind these kits is that once you're done using one, everything in it is disposable," says Mike Neely, technical representative, Lab Safety Supply, Janesville, Wis.

Companies become more HAZ-MAT aware as they try to comply with environmental regulations, according to Neely.

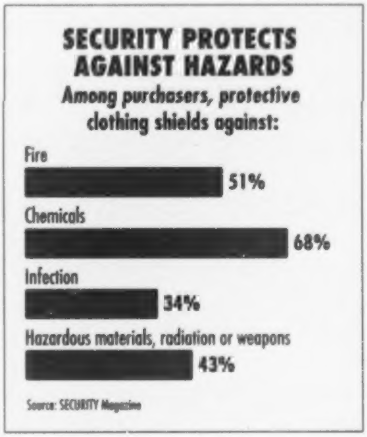
"Workers don't just flush oil or battery acid down a drain or sewer anymore," Neely says. "They try to clean it up and, if appropriate, recycle it."

Sand- and clay-based cleanup materials are still in use. Newer wares, however, attract users. Polypropylene, a shredded plastic that absorbs spills, is one addition to the cleanup line. It's often mixed with neutralizers, too.

Barco Products Co., Batavia, Ill., recently introduced Petro-Free, an OSHA-approved granule which absorbs oils, hydrocarbons and other petroleum-related materials such as paint. HAZ-MAT substances are absorbed within the bodies of the granules, leaving their exteriors dry. Users sweep, vacuum or shovel away the granules after five minutes; they're reusable until they're saturated, says Cyril Matter, Barco president.

Neely feels firms may neglect the educational aspects of HAZ-MAT.

"Employees must know what the equipment is for and how to use it," he says. "If you have a spill and if nobody's around who's been trained to use your HAZ-MAT response materials, it's time to call the fire department." ■



Fire is just one of many hazards protective clothing shields against.

For More Information

Barco Products Co.	Circle 15
Lab Safety Supply	Circle 16
3M	Circle 17

Photo courtesy of Lab Safety Supply, Janesville, Wis.

Lab Safety Supply's Polyzorb Hazardous Chemical Spill Response Kit includes coveralls, gloves, goggles, spill control pillows and bags for quick response to a hazardous liquid spill.

Survey: Access Card Users to Get Smarter

Nearly all access system buyers reap the benefits they expected when they installed their most recent purchase, finds *The U.S. Market for Electronic Access Control Equipment (#A2522)*, a new survey from Frost & Sullivan International, New York City.

All buyers cite an increase in security following an access control purchase, the study says. Another 45 percent experience an improved audit trail, and 19 percent enjoy reduced access control-related costs with their new purchase.

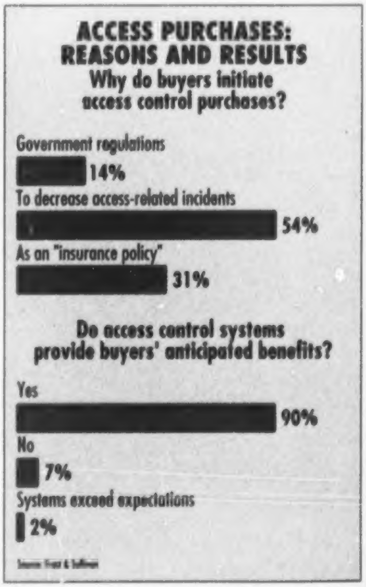
Frost & Sullivan estimated the total U.S. electronic access control equipment market at $322 million in 1991. The firm forecasts growth to $420 million in 1995. The largest market segment is card technologies — at $237 million in 1991 and a projected $288 million in 1995.

When looking at the card access menu, Frost & Sullivan finds a trend which moves away from barcodes and magnetic stripes toward proximity and smart cards. New card-based systems will appear, the study predicts, some of which may incorporate biometric technologies to enhance security. Some video-based identification card manufacturers already incorporate fingerprints with photos and text.

Among biometric technologies, the survey most favors retinal scanning — mostly for its reliability: Chance of error is one in a million for a single-eye system. Although Frost & Sullivan views the biometric segment as small — and rates technologies such as fingerprint and vein pattern as inaccurate or futuristic — the firm's researchers say biometric sales make up the fastest growing segment of the access control market, predicting that annual sales will grow from $20 million in 1991 to $40 million in 1995. ■

For More Information

Frost & Sullivan Intl. Circle 54



Source: Frost & Sullivan

Buyers usually get the quality and capability they bargained for when it comes to access purchases.

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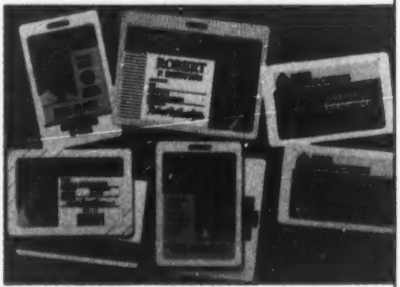

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For information circle **398**

use the system to protect physical assets," says Stroop.

There are much larger markets that will gain from the hospital groundbreaking.

On the consumer side, tags, on-site readers and a telephone connection vastly extend home alarm monitoring. In business, sized-down tags or piggybacking with bar code may control factory and office equipment. — ***Bill Zalud*** ■

For More Information

Wandalert from D/A Technology	Circle 205
Accutech from Innovative Control Systems, Inc.	Circle 206
SEKURMED from Security Tag Systems	Circle 207
AP600 System from Sensormatic Electronics Corp.	Circle 208

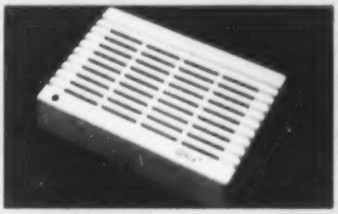
Proper Equipment Fights False Alarms

Knowing how to properly use a security system composed of reliable equipment may be the best insurance against false alarms.

In a new survey from the Alarm Industry Education and Research Foundation, security-installing companies selected the most effective ways to prevent false alarms. Sixty-one percent pointed to training the customer on system use, and 59 percent to selecting reliable equipment.

If problems develop with equipment in the security systems they install, companies in the survey say they drop the equipment and notify suppliers. Forty-four percent say dropping problematic equipment is one of the

On the Market



Carbon monoxide alarming is the aim of the COStar Model 9a-i System from Quantum Group, Inc. The system includes a biometric senor that responds to carbon monoxide in much the same way that a human body does: reading both the amount of carbon monoxide in the air and the time duration of the exposure.

For information circle **201**

The SAFECOM SC 2004 from American Circuit Vision, Inc., is a low-cost, two-way radio frequency (RF) backup system which provides information on the status of the telephone line as well as four additional zones of alarm information. The SC 2004 is a very compact unit. The panel can be 3¼-inch by 7 inches by 1 inch. Other offerings: communications panels and receivers.

For information circle **202**

A wireless system — the 4000b from Code-Alarm/ISI — combines programmable features of the company's 4000i with ease-of-installation features of the 4000 Series. A compact panel has a built-in backup and digital communicator, scan deterrence, code-learning to eliminate DIP switches, 26 zone operation, arming/disarming reports.

For information circle **203**

Flood and earthquake control systems from A&W Industries, Inc., can protect a small business, remote offices and executive residences from these rare but damaging threats. Quake Control operates via an adjustable motion detector, electronic control box and solenoid valve and connects to the main gas pipe between the meter and facility. Flood Control shuts off the water.

For information circle **204**

Taking Care of Baby

The joy of childbirth is shattered 12 to 18 times a year when a newborn is kidnapped from a hospital, says John Rabun of the National Center for Missing and Exploited Children (NCMEC). With 4.1 million U.S. births annually, it's a very rare threat. So — beyond the personal tragedy — why is so much attention paid to this problem?

Linda Glasson, president of the International Association for Healthcare Security and Safety (IAHSS), tells me the threat transends its rarity because of the total vulnerability of the newborn child.

NCMEC, with the Federal Bureau of Investigation, IAHSS and others, formulated baby-protection guidelines, including use of technology to protect newborns. Infant protection systems are now being installed at healthcare institutions. Not new to the security marketplace, many derive from electronic article surveillance, common in retail.

These systems sound an alarm if a newborn is removed from a designated area. Major players include: Sensormatic Electronics Corp.; Security Tag Systems; D/A Technology, a distributor of Cotag products; and Innovative Control Systems. Each takes a slightly different approach; these systems also vary in price.

Still the question remains: Is it cost effective to install such systems if the likelihood of kidnapping is so small? As one manufacturer told me, "With the litigation climate...it could be a very expensive — as well as tragic — lesson to be learned."

Sam Martin

Of course, these systems do not replace security awareness and training of nursing staff or a solid security response plan in the event of an attempted kidnapping. They don't necessarily deter litigation if the worst happens. Instead, the technology enhances good security and awareness programs with the aim of more efficient and timely emergency response.

During a time when systems and technology advances explode in the security marketplace almost daily, it's good to see we can intelligently and compassionately protect our smallest and most vulnerable human beings. — ***Sam Martin is president of Martin Security Resources, Duncanville (Dallas), Tex., and has served in security management positions at healthcare facilities.*** ■

most effective ways to prevent false alarms.

More than 96 percent of responding companies say they use one or more of these methods of preventing false alarms.

There's less consensus about alarm verification. Depending on the type of business and the nature of the threats against it, security-installing companies may recommend that an alarm signal be verified before police are dispatched to the scene. If an alarm is generated inadvertently by a system user, the user can cancel the alarm — using an agreed-upon procedure — and prevent an unnecessary call to police. Three in four companies use this method to prevent false alarms, according to the survey. And 28 percent consider it one of the most effective preventive measures.

The survey is part of a major effort by the Alarm Industry Research and Education Foundation (AIREF) to support the industry's fight against false alarms. Security-installing companies participating in the survey are members of the National Burglar and Fire Alarm Association, the Washington, D.C. organization representing 2,500 installing companies nationwide.

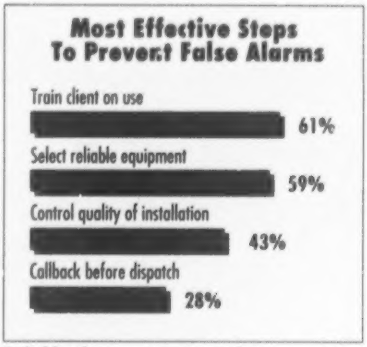
Charlie Darsch, AIREF president and national accounts manager, Aritech Corp., says survey results suggest several tips to help businesses.

Check periodically to be sure that all persons authorized to operate security systems can handle the job comfortably, and without mistakes. Ask the installing company to train or re-train personnel, as necessary.

If problems develop with the equipment, cooperate with the installing company in replacing and upgrading components. Recent improvements have eliminated many ambient and environmental problems.

Consider alarm verification as an option, where appropriate. It can add a measure of effectiveness to security systems and keep a little mistake from wasting police resources.

For more information on the False Alarm Prevention Coalition, contact the Alarm Industry Research and Education Foundation in care of NBFAA, 7101 Wisconsin Ave., Suite 1390, Bethesda, MD 20814-4805; phone (301) 907-3202. To receive future updates on the coalition's effort, circle 209 on the reader service card. — ***Susan Whitehurst, contributing editor*** ■



Reliable alarm equipment and proper operation at a business site are two factors that reduce false alarms.

Pendant Monitoring For Battered Women

A breakthrough program, first announced in Tampa and then in Jacksonville, Fla., aims at providing security technology to assist in the protection of battered women. The initial Tampa project is supported by ADT Security Systems, the Hillsborough County Sheriff's Office and The Spring, a local agency for abused women.

Home and Personal Monitoring

Called AWARE (Abused Women's Active Response Emergency), the program places security systems and emergency necklace pendants in the residences of up to 24 battered or abused women in Hillsborough County, Fla., for a six month trial.

"To our knowledge, this has never been tried in the U.S.," says Hillsborough County Sheriff Walter C. Heinrich. "(We) are convinced that it will curtail domestic violence crimes that occur in the Tampa area each year."

In a three-month period in 1991, nine of 13 homicides in the county were due to domestic violence. It's a tragic trend seen throughout the United States as women, even under court-ordered protection, are attacked and killed.

Dual-emergency Coverage

The Spring, founded in Tampa 15 years ago, is the busiest of Florida's 29 domestic violence shelters. It will select the first 12 women to participate in the AWARE program. ADT will install security systems in each home and provide the women with emergency necklace pendants. When activated, the pendants, which feature dual emergency buttons, send a silent alarm to ADT's customer service center.

If a woman involved in the program feels she is in imminent danger, she presses either the pendant or the emergency button on the security system panel mounted in her home. The 1½-inch pendants feature dual-emergency buttons. ADT dispatchers then alert the appropriate law enforcement officials — either the Hillsborough County Sheriff's Office or the Tampa, Temple Terrace or Plant City Police — that an AWARE call has been received.

Stalking Threats

"These women left the shelter with an injunction for protection — that's a civil no-contact order — against their assailants. The women who have received the AWARE pendants have stayed at the shelter and are at grave risk, but living in the community," explains Mabel H. Bexley, executive director of The Spring. "For these women to have a pendant and security system, it's a godsend." ■

For More Information

ADT Security Systems	Circle 245
The Spring	Circle 246

Users to Blame For Alarm Problems

Three-quarters of all false alarms from monitored security and fire systems are caused by customers — commercial/corporate and residential users, according to a survey by the Central Station Alarm Association (CSAA) of Bethesda, Md.

Using a detailed survey conducted over a two-week period, the trade association also found members believe 15 percent of false alarms are caused by factors such as line and weather problems, and 9 percent by equipment.

The overwhelming majority of customer-caused false alarms are errors arming or disarming or a customer accidentally tripping a hold-up device or the alarm system itself.

False alarms triggered by equipment were most often the fault of an unknown motion detector, A/C power failures, unknown smoke alarms, dead batteries or out-of-date equipment. ■

Canine Patrol Firearms Alternative

Butterworth Hospital, Grand Rapids, Mich., met its security challenge by hiring a different type of security officer — a guard dog.

"We had been looking at ways to proactively address crime rates in Grand Rapids," says James Moore, Butterworth's director of guest services. "We've had some officers assaulted. We briefly considered arming our officers, but we decided on Rottweilers instead. You can't call a bullet back, and weapons don't always deter people. Dogs, on the other hand, generate a primal gut reaction from people. They're far more effective."

Guard dogs in hospitals: The concept is fairly new, and may even border on controversial, given recent press covering problems with canines in law enforcement. Butterworth, however, has enjoyed nothing but positive results by going to the dogs.

"We went to great lengths to choose a breed that would be good for a hospital setting," Moore says. "Rottweilers are fairly tranquil and obedient, really affectionate with kids, but protective if their master is threatened."

Acording to Paul Groenendal, trainer for Green-In-Dale Kennels, Rockford, Mich., which supplied Butterworth's dogs, the Rottweilers undergo stringent conditioning and evaluation before they begin making rounds.

"It's just like when you're hiring a regular officer," Groenendal says. "You want to make sure he has proper training. We put the dog through several situations for high stress, check their disposition and do follow-up work with them even after they're assigned."

The program has shown measured success: Since the addition of the dogs, Butterworth's security incidents have dropped 75 percent.

"It's not that Butterworth is such a terrible place," adds Chip Krieger the hospital's loss prevention operations coordinator. "You read all the time where something happens, and then people spend thousands on security. We wanted to do something before we had a problem. Dogs just make more sense." — ***Stephen C. George*** ■

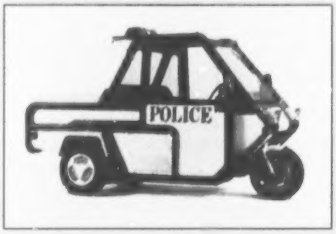
For More Information

Green-In-Dale Kennels	Circle 211
Other Guard Dog Trainers Include:	
Asset Protection Team Inc.	Circle 212
Global Training Academy	Circle 213
Makor Detection Dogs	Circle 214

EMERGENCY
Ambulatory Services
Outpatient Surgery
Same-Day-Stay
Receiving
Main Entrance Left at Traffic Light

In a proactive approach to crime rates in Grand Rapids, Butterworth Hospital added Ninja, a Rottweiler guard dog, to its security force.

On the Market



The GO-4 from White Bear Sales is a three-wheeled utility vehicle for security patrols. The vehicle features a 63 horsepower, four cylinder, fuel-injected engine, with automatic transmission and automotive transaxle. Standard equipment includes a rear storage box, seat belt, rear-view mirrors, 12-volt battery, horn and electric wiper. The vehicle's frame is constructed of 2½-inch tubular steel and a rust-resistant aluminum body.

For information circle **215**

Survey Yields New Results on Officer Turnover, Training

Results of the National Private Security Officer Survey yield a clearer picture and greater understanding of the 900,000-plus security officers estimated to comprise that workforce.

The survey addresses such issues as security officer needs of contracting organization and proprietary employers; budgets and budget changes; shifts in the title of the decision maker contracing the service; and future needs and plans for contracting security officers.

"Hundreds of thousands of people are employed directly or contracted by commercial, corporate and government agencies as security officers," says Bill

Zalud, SECURITY Magazine editor. "It's important to get a better fix on this large employee base."

Diverse Topics Covered

Forty-six percent of the respondents employ contract officers exclusively; 38 percent employ proprietary officers; while 16 percent employ both. The average hourly wage for contract officers is between $5 and $7.99; proprietary officers earn between $6.50 and $8.99 per hour. The six-page questionnaire also devotes some attention to training and experience; employee turnover; demographics broken down by age, gender and ethnic groups; and company-and government-mandated regulation.

The survey reveals that, among officers:

- 50 percent are under the age of 35,
- 10 percent carry firearms,
- 62 percent work with computers,
- 54 percent are trained in service attitude and
- 22 percent are trained in threat assessment.

Among the decision makers surveyed:

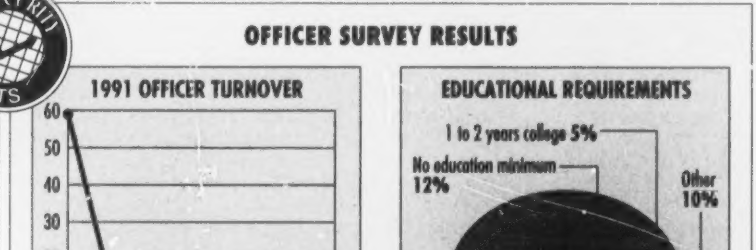
- 75 percent check personal references,
- 24 percent use psychological evaluations,
- 40 percent use drug screening,
- 53 percent believe there will be increased federal regulation of security officers and
- 40 percent favor increased regulation.

Survey Participants

The survey of security directors, facilities managers and plant managers, administered throughout January, was sponsored by a coalition of private security executives, organizations and publications, including: the International Facility Management Association (IFMA); the Committee of National Security Companies (CONSCO); The Zalud Report security industry trends newsletter; SECURITY Magazine; and the Cahners Exposition Group, sponsor of the International Security Conferences and the Facilities and Security Protection Conference and Business Exposition. ■

For More Information

CONSCO	Circle 217
National Private Security Officer Survey	Circle 218



Source: SECURITY Magazine

The National Private Security Officer Survey drew demographically reflective responses on topics ranging from employee turnover (lower than previously reported) to increasing use of various security products.

Security Stats Research Available

Starting this month, readers may notice the new "SECURITY Stats" logo, identifying our exclusive research. But SECURITY Stats are more than just the occasional chart or graph; they represent a vast data bank of valuable statistical information that can't be found anywhere else.

Case in point: the National Retail Security Survey, which provides expansive information on the state of security in the retail industry; and the National Private Security Officer Survey, featuring ground-breaking research into the vast officer industry. Both are available through our reprint department. For more information circle 219. ■

In Brief

ABA certifies security officers — The American Bankers Association's (ABA) Institute of Certified Bankers has awarded nearly 200 security officers the Certified Financial Services Security Professional (CFSSP) designation. The certification emphasizes knowledge of Regulation P, among other requirements. For more information, circle 216. ☐ **Officer firm secures supermarket** — NESS Corp., a Milford, Conn.-based security services firm, has been hired to provide security at two Shaw's Supermarket locations in New England. ☐ **Protective service names VP** — Rollins Protective Services, Atlanta, recently named Lyle Bardele as vice president of human resources. Bardele is responsible for developing employment policies and practices.

Anti-drug Plan Cuts Workers' Comp Costs

Fraudulent workers' compensation claims, an across-the-nation and growing problem faced by human resources and security executives, is preventable to a surprising degree, thanks to programs initially developed to fight employee drug abuse.

"The costs to companies can't be ignored anymore," says David Marosi, president of investigations/consulting firm Marosi & Associates, Portland, Ore. Marosi shares trends and cures for workers' compensation-related "ills" in an exclusive SECURITY Magazine interview.

Q: ***In the last decade, workers' compensation medical costs have grown at almost twice the rate of other medical expenses. Why?***

A: Workers' compensation is the last medical system which bars deductibles and co-insurance. It provides unlimited medical benefits. There is little incentive for employees, physicians and attorneys to help contain costs.

Q: ***What can companies do to mitigate escalating expenses?***

A: An effective multidisciplinary approach is called "Fitness for Duty." Originally developed to control drug abuse, it also reduces accidents, absenteeism and medical benefits costs. Here are the program's components:

- Improve the interview and evaluation processes for new employees and require them to pass a drug screening test.
- Revise company policy to prohibit the abuse of legal and illegal substances on *or* off the job. All employees should participate in meaningful substance abuse awareness training.
- Institute mandatory drug testing for all employees who have been involved in an accident.
- Hire a competent specialist to investigate all accidents and violations of company policy. In an effort to preserve the facts, don't let too many hours pass between an accident and its investigation.
- Establish and monitor performance standards for safety, absenteeism, discipline, quality and productivity. Document abuses. Be sure discipline is consistent within the organization.

Q: ***Accidents and injuries will always happen, even if I follow these guidelines. What's some final advice?***

A: It's very important to get involved with the injured employee immediately. Some successful programs are based on the notion that employees deserve a visit from the employer if they are injured. Such visits also tend to hasten the end of the disability. ■

In Brief

A newsletter for employment decision makers — *The Workplace and the Law* newsletter offers a free labor and employment law desk reference with new subscriptions. Call (708) 888-8600 for information. ☐ An appointment at Wells Fargo Investigative Services — Nashville-based Gerald J. Marchi is new vice president and general manager. He's responsible for the unit's corporate investigations services. ☐ Major recovery for anti-piracy squad — The Motion Picture Association of America's (MPAA) anti-piracy investigators recovered more then $16 million worth of pirated videotapes in 1991. Most piracy operations were at the retail level. In other news, MPAA recently appointed Larry E. Rissler as deputy director and special counsel for its worldwide anti-piracy operation. ☐ New breed of debt collectors — They're professionals who hunt down fathers who don't pay child support. The private collection agencies recently formed a national network, the Child Support Collection Association. The network tracks deadbeat dads from state to state. Deadbeat dads owed $19 billion by the end of 1989. Debt collectors say the new business will improve their image.

INVESTIGATIONS TRAINING FOR OFFICERS

29%

of security decision makers say their firm's officers receive investigation-related training.

Source: SECURITY Magazine

Investigations is an important – albeit less common – item on the long list of officer training skills.

Mag Stripe Code Stalls Credit Fraud

Visa International and MasterCard are updating their magnetic stripes to cut sophisticated card counterfeiting, SECURITY Magazine has learned.

Executives at MasterCard and Visa view magnetic stripe counterfeiting — a practice which originated in Asia and recently found its way into the U.S. — as representing a major fraud segment.

"With the proliferation of encoding devices and methods and technically competent kids, we see more counterfeiting of this type," says Joel Lisker, senior vice president, security and risk management, MasterCard, New York City.

Perpetrators typically gather credit card data a point of compromise — such as an adult party line — and fax the data worldwide, Lisker says.

Bill Neumann, senior vice president, Visa International, San Francisco, says 50 percent of counterfeiting now involves magnetic stripes.

Both credit giants have solutions. MasterCard has introduced CVC —card validation code — into its magnetic stripe and signature panel. Visa's CVV — card verification value — is another magnetic stripe anti-counterfeit measure. These codes are transmitted during the purchasing authorization process; transactions are denied if the codes are absent or altered. ■

SECURITY

ZALUD REPORT

Trends and directions for buyer planning.

Retail Survey Finds Smart Security Works

Treat employees better. Get tougher and smarter with shoplifters. That's the "one-two" punch that cuts retail losses, according to a ground-breaking national survey of all types of retail operations.

The National Retail Security Survey, reported first at the January National Retail Federation (NRF) conference, was a unique partnership of the NRF; the University of Florida at Gainesville; Loss Prevention Specialists of Winter Park, Fla.; SECURITY Magazine; and The Zalud Report.

Among survey conclusions:

Shrinkage is a manageable problem.

According to Dr. Barton Weitz, the J. C. Penney Eminent Scholar in Retail Management at the University of Florida, mean shrinkage is 1.79 percent of gross sales. Weitz, who also is director of the Center for Retailing Education and Research at the University, reports that shrinkage varies by type of retail establishment.

SHRINK BY STORE TYPE

Specialty other	2.28%
Specialty apparel	2.00%
Department stores	1.96%
AVERAGE	1.79%
Drug stores	1.77%
Other	1.74%
Specialty hard goods	1.70%
Discount stores	1.65%
Home centers	1.61%
Grocery, etc.	1.21%

Source: National Retail Security Survey

The way store stock is displayed and sold factors into shrinkage differences. Shrink is losses as percent of gross sales.

SHRINK BY SOURCE

Employee theft	38%
Shoplifting	26%
Bookkeeping errors	22%
Other	9%
Vendor errors	5%

Source: National Retail Security Survey

While employee theft is the top cause of shrinkage, shoplifting and inventory problems also are important factors.

For example, stores selling small electronics and records, classified as Specialty-Other, report the highest shrinkage: 2.28 percent. Grocery stores report the smallest: 1.21 percent.

There are many causes of retail shrinkage. Overall, the three largest causes are employee theft (38 percent), shoplifting (26 percent) and bookkeeping errors (22 percent).

There is no one workable method to reduce losses.

It's a complex problem that involves complex, interrelated factors that work with and, at times, against each other.

"Far too many people (in retail) treat employee theft as a law enforcement, cops-and-robbers type of model," says Dr. Richard Hollinger, professor of sociology at the University of Florida, Gainesville. "All you have to do is keep the bad people out of your store and you won't have problems. But that's not necessarily the case."

USE OF LOSS PREVENTION SYSTEMS

Cables, locks and chains	63%
Visible live CCTV	60%
Observation mirrors	54%
Covert CCTV	44%
Electronic security tags	40%
Merchandise alarms	35%
Security display fixtures	33%
Visible simulated CCTV	25%
Ink/dye tags	8%
Subliminal messaging systems	2%

Source: National Retail Security Survey

Many retail operations use three to five different types of loss prevention systems.

The survey shows less shrinkage at stores where sales associates are compensated at wages higher than what competing stores pay, and where profit-sharing programs are offered. Still, pre-employment screening also is a growing loss prevention strategy.

There is also multiple use of loss prevention systems, ranging from often-used cables, locks and chains to hardly-used subliminal messaging systems.

Within the complex mix of policies and systems used to cut losses, survey researchers are looking at ways to profile categories of retail operations to determine and optimize the mix of people, technology and policies.

A 12-page executive summary, including 25 charts illustrating results, is available to SECURITY Magazine readers at $5 a copy, prepaid. Contact: National Retail Security Survey, SECURITY Magazine, 1350 East Touhy Ave., Des Plaines, IL 60018. — ***Bill Zalud*** ■

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FOR BUYERS OF PRODUCTS, SYSTEMS AN CES

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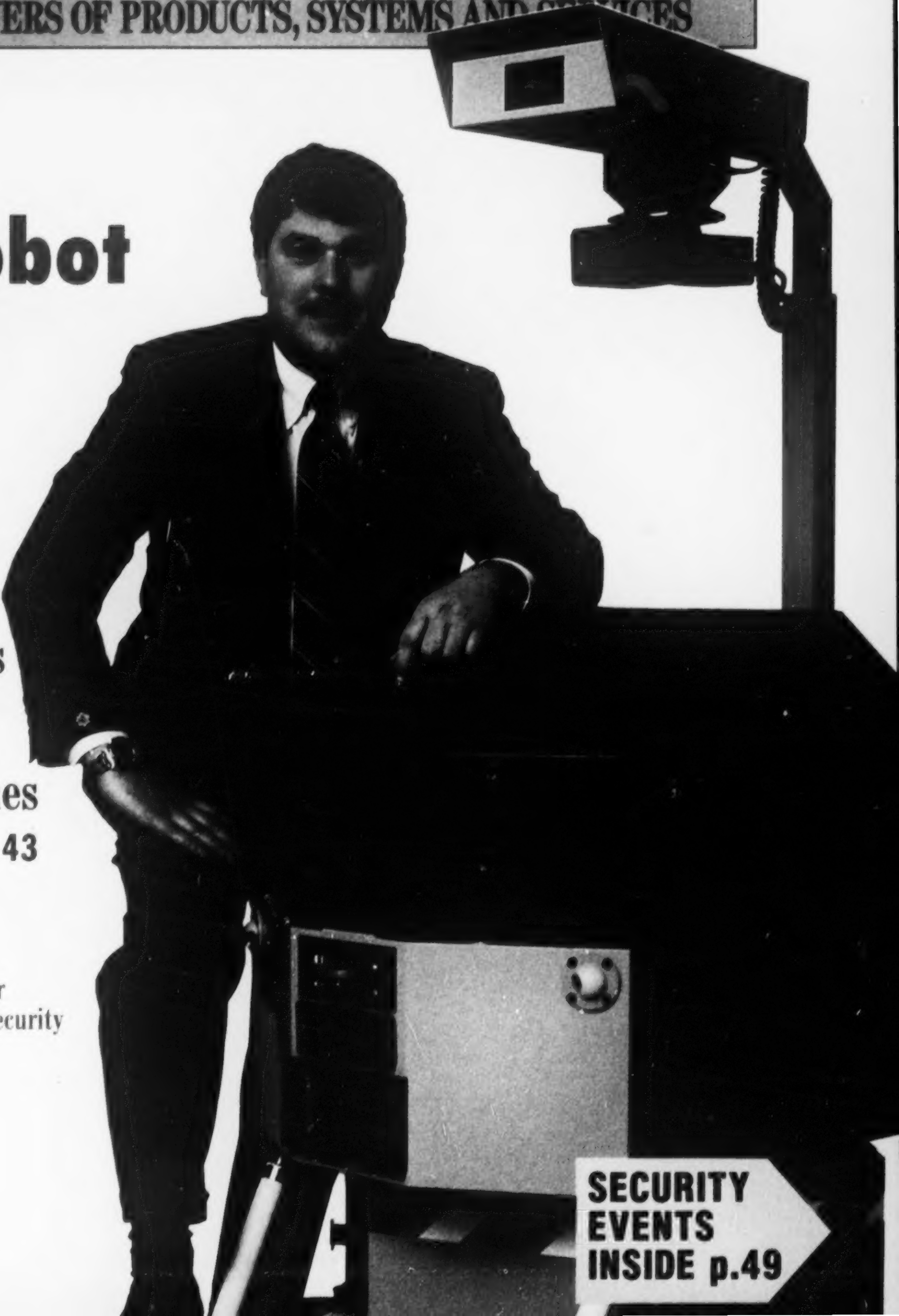

Ross Volk
Corporate Manager
of Information Security
Glaxo Inc.

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COVER: "We didn't go (to robots) with the idea of replacing people," says Ross Volk of Glaxo of these integrated systems on wheels. **12**

An explosion-resistant telephone handles dangerous worksite situations and offers "gloves-on" operation. **57**

A flexible wiring pattern helped Bob Burch of Johns Hopkins' Applied Physics Lab with monitoring system. **65**

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NEWS

Reports and incidents that impact asset protection.

Los Angeles Rioting "War"

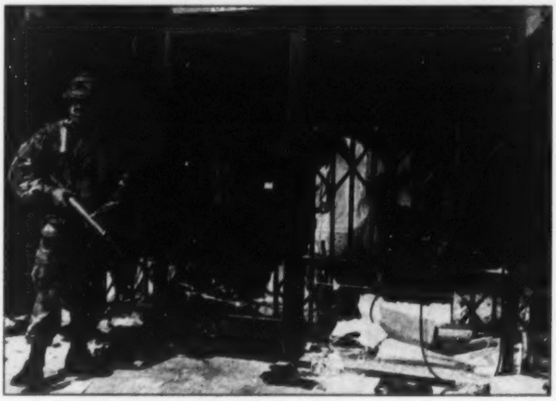
"It was war, not some minor criminal activity," reports Los Angeles-based David L. Berger, long-time security consultant and forensics expert, just days after late April rioting killed or injured hundreds of people, destroyed thousands of city businesses and disrupted others across North America.

Touched off by a jury's "not guilty" verdict in the Rodney King police brutality case, rioting confused travel, tied up telephone lines and pressured overworked security officers.

Among security conclusions: The Los Angeles rioting started and spread so rapidly and was so vicious and violent that "the kind of security that we deal with in our industry just was not equipped" to handle the critical onset of lawlessness, admits Berger.

James Brown, CPP, associate vice president, Westridge Security Services, Huntington Beach, Calif., which provides security to residential sites, says his firm dealt with a number of drive-by incidents on the eastern end of the San Fernando Valley. "We were max-ed, but, by and large, there were no major problems."

Albert Berger, president and chief operating officer, Pinkerton, Van Nuys, Calif., says, "We filled the needs of our existing clients, but turned away new clients in droves. There was an enormous demand (shortly after riots broke out), a tremendous demand!" ■



Over 10,000 businesses were looted and burned during the "out-of-control" start of the Los Angeles rioting. Reuters/Bettmann

Transit Security's Rocky Ride

While New York City's transit system cut crime last year with more police, more overtime and more expensive technology, a privatization project in Miami just as successfully traded private security officers for transit police.

A New York City transit police officer uses a Psion hand-held computer to check offenders' prior arrests and unpaid fines.

Uniquely, officers working the Metro Dade County transit system provide passenger assistance as well as security.

Passenger Assistance

Specially-qualified officers from Wackenhut Corp., Coral Gables, Fla., and its subcontractor, Alanis Security of Miami, a minority-owned business, ride the system and protect stations while "answering questions, giving directions and helping disabled riders," reports Pat Canaan of Wackenhut.

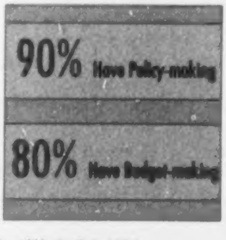
The Dade County program spurred another transit security contract when, late last year, the Tri-Rail Commission brought in Wackenhut to guard its 167-mile route from Palm Beach County through Broward County to Dade. "In both cases, our officers have special authority beyond citizen arrest. They can evict passengers when necessary," says Canaan.

Alanis and Wackenhut use what they call "Custom Protection Officers" for transit duty — higher qualified indi-

IN BRIEF

An 18-page reference book, ***How to Avoid Retail Robbery, Burglary and Violence,*** is free to SECURITY Magazine readers from the McGunn Safe Company. Contact: McGunn, Box 388309, Chicago, Ill. 60638, or phone (708) 458-7233, or fax (708) 458-3323. ☐ **The ASIS Foundation's Atkinson Security Project** was the theme of the January *Security Journal.* The Project attempts to realign security management techniques from a cost-center to a value-added or profit center approach. At the heart of the Project is the Atkinson Model, a security investment decision-making mathematical model. For a back issue, contact Butterworth-Heinemann, 80 Montvale Ave., Stoneham, Mass. 02180. ☐ **When the Iron Curtain fell,** no one bothered to put up burglar bars. So it's not surprising that thieves are systematically stealing art and religious treasures from Eastern European museums and churches, especially from Czechoslovakia, eastern Germany and Poland. The treasures are smuggled out, allegedly with the assistance of bribe-taking customs officials.

HOW MUCH POWER?



Source: ASIS Foundation Benchmark II Study

Security directors report significant policy and budget responsibilities.

ADA Testing Compliance Pushes Job Relatedness

With a July 26 deadline right around the corner, businesses employing 25 or more people need to know their integrity tests comply with Americans With Disabilities Act (ADA) guidelines.

Integrity test buyers who use current products written by reputable test publishers have little to worry about. The most credible publishers needed to execute few changes to comply.

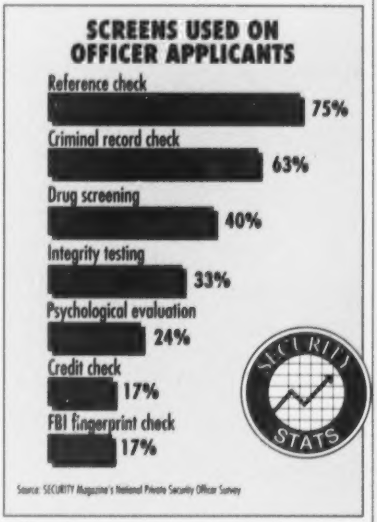
"Most ADA law focuses on the administrative process of testing," says Scott L. Martin, Ph.D., director of psychological consulting, London House, Rosemont, Ill. "Applicants can ask for accommodation for their disability during testing. Dyslexics, for example, may ask to have an honesty test verbally administered. We're not trying to assess disabling conditions, just work-related characteristics."

London House's changes to current testing batteries are minimal. Writers have replaced the terms "listening" and "speaking" with "communications" for skills assessment. Drug use-related questions are also re-worded to emphasize current patterns. Applicants may indicate "Do not use," instead of answering "Have you ever tried-"type questions. People who completed drug rehabilitation programs are covered as disabied people under ADA.

Reid Psychological Systems, Chicago, has similarly, minimally altered its integrity tests. "We felt we only needed to re-work the drug section of our tests for ADA purposes," says David Arnold, Reid's general counsel and vice president of research. "We used to ask about the last five years of drug use. Now we only ask about the past month." ■

For More Information

London House	Circle 166
Reid Psychological Systems	Circle 167
EEOC's Job Accommodation Network	1-800-526-7234



Source: SECURITY Magazine's National Private Security Officer Survey

Officer firms use old-fashioned reference checks more frequently than "test-type" screens.

Drug Tests Up For Officers

Officer employers place more emphasis on reference and criminal records checks than on applicants' drug use — at least so far.

Among respondents to SECURITY Magazine's National Private Security Officer Survey, only 40 percent currently test officer applicants for drugs. Another 44 percent, however, say they expect to increase their use of drug testing for officer applicants, regardless of whether more restrictive legislation is adopted. Forty percent plan to increase drug testing among existing officer employees.

One of the survey's highest ranking screening categories is proof of citizenship, which 61 percent of respondents require. Just 26 percent require evidence of physical fitness. ■

On the Market

Verify Social Security Numbers, More

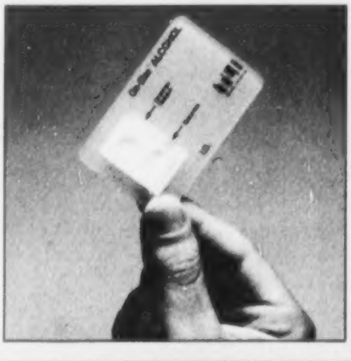
Kohn & Company Inc. (K&CI) accesses hundreds of databases on local, state, regional and national levels to perform credit reports, public record searches, education and social security number verification, reference checks and more. The employment and earnings verification is legal in 50 states and is non-discriminatory. K&CI's loss prevention services include audits, seminars, training and turnover reduction programs. Investigative services also available.

For information circle **168**

Instant Alcohol Test

The ON-SITE Alcohol Test from Roche Diagnostic Systems spots a .02 percent alcohol level in saliva, urine and many other liquids in three to five minutes. Each credit card-sized test is self-contained, portable and disposable. Administration training is simple. A blue-green spot in the center of the yellow background indicates a positive result. Users should confirm the screen's results with a back-up laboratory test for prosecution purposes, the manufacturer recommends.

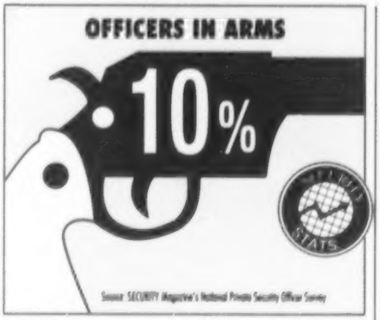
For information circle **169**



Workplace Violence Hits at Unarmed Trend

With the prevailing threat of workplace violence, the minds of many decision makers turn to a recurring debate: whether or not to arm their security officers.

Currently, in an industry of about one million officers, only 10 percent — or about 100,000 officers — carry firearms, according to both SECURITY Magazine's National Private Security Officer Survey and results published in The Hallcrest Report II, an overview of security trends from 1970 to 2000. Despite increasing violent activity of society and its bleed-through into the workplace, many experts, ironically, predict that the number of armed officers is likely to go down.



Source: SECURITY Magazine's National Private Security Officer Survey

Few officers are required to carry firearms. Experts do not expect this number to significantly increase.

Liability Standpoint

"In The Hallcrest Report we forecast that the number of armed officers will drop to five percent by the year 2000," says William Cunningham, president of Hallcrest Systems, Inc., McLean, Va., and co-author of the Report. "And since publishing the report, everything we've seen in the industry only supports that forecast."

Cunningham gives several reasons for this trend, not the least of which being the "litigation explosion" that pervades the industry.

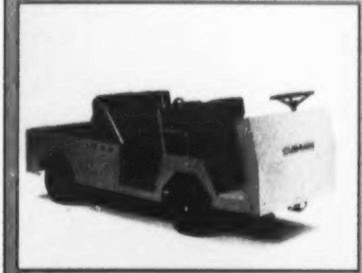
"Court decisions have done more than anything else to contribute to the trend of disarming officers," concurs Wade Schindler, CPP, president of the Orleans Regional Security Institute, New Orleans, La., which provides firearm training and facilities to both private security and law enforcement. "Many armed officers might be trained to know when to pull a gun, but not when to put it away. The feeling is it's simply safer from a liability standpoint to disarm your officers," Schindler concludes.

"The trend is pretty solid," says Cunningham. "In 20 states and six foreign countries, I haven't seen a shred of evidence to debunk our forecast." ■

For More Information

Hallcrest Systems Inc.	Circle 201
National Private Security Officer Survey	Circle 202
Orleans Regional Security Institute	Circle 203

On the Market



Utility Vehicle Fits More Passengers

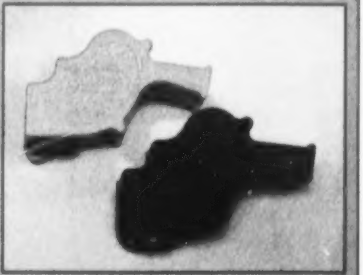
The Titan Model 351 from Cushman is an electric utility vehicle with a fold-down rear seat for additional passengers. The Titan has an overall length of about nine feet and a width of nearly four feet. The vehicle has a rated capacity of up to 2,400 pounds. With the rear seat up, the Model 351 can carry four passengers and still have sufficient bed space for nearly one ton of cargo.

For information circle **204**

Latex Glove Pouch for Duty Belts

The Sidekick Professional Pouch from Michaels of Oregon is a belt pouch for carrying latex gloves. The pouch is designed for quick access to gloves for evidence collecting or sanitary reasons. The pouch holds two pairs of thin latex surgical-type gloves, or one pair of thicker gloves. The pouch is constructed of black Cordura nylon, laminated to ⅛-inch closed-cell foam padding and lined with snag-free nylon.

For information circle **205**



Whistle for All-Weather Use

The Storm All-Weather Safety Whistle from the All-Weather Safety Whistle Co., will blow an uninterrupted, clear alarm in any wind or water conditions. The whistle is constructed of durable, non-corrosive thermoplastic, and can be heard underwater for distances exceeding 100 feet. The sound is clearly discernible over the noise of engines, waves and wind.

For information circle **206**

ZALUD REPORT

Trends and directions for buyer planning.

New Economy: Contradictions Make Sense

Found at the bottom of a "I'll-get-to-it-soon-pile": *America and the New Economy*, a report issued last year by the U.S. Department of Labor and the American Society for Training and Development.

It's an honestly different, inside-out look at changes in business and industry and people at work. Even the bureaucrats writing it express street sense.

"Terms like 'post industrial economy' and 'service economy' point us to an economy that will not work," says the report's Anthony Patrick Carnevale. "We will not survive by...'taking in each other's wash' or becoming a nation of hamburger flippers."

Where the report points is to choices.

If your company's leadership is hell-bent on productivity, throw this in the bean-counter's face. Productivity gains never were, are or will be enough. Organizations (and for that matter, the security function) must also deliver:

- Quality,
- Variety,
- Convenience (ouch!),
- Customization and
- Timeliness.

If there's going to be a word to describe the promise of the 1990s, it's flexibility.

Both large, top-down and small, fragmented organizations will fall to flexible networks that use flexible technologies and require a more highly skilled workforce aligned in flexible teams. — ***Bill Zalud*** ■

More Accessible SECURITY Magazine Garners High Score from Readers

SECURITY Magazine readers are positive over the changes that were instituted in January issue of the magazine, according to a newly-released readership survey.

The new SECURITY Magazine provides quicker access to information on security, life safety and integrated products, systems and contracted services. It avoids self-serving vendor articles, using a business news magazine approach.

"Our corporate, commercial and consultant readers have reacted well to our intelligent approach, which concentrates on buyer information," says SECURITY Magazine Publisher Jack Hollfelder. Hundreds of readers participated in a mail-back survey of January and February issue readership.

Readers Praise Structure

Here's a sample of results of that survey. Those people quoted have provided prior permission for the use of their comments.

"I'm really impressed with the new format. Quick. Concise. Useful," says Fred Neal, security operations manager from Hunt Valley, Md. What impressed Neal and thousands of other corporate security buyers is the reenergized SECURITY Magazine — with a fresh, new, more aggressive editorial structure. It's a better way of providing information and interacting with readers —and it is working for readers. "You're doing a good job," says Jerry L. Glammeier, Sr., owner of Digi-Image, Aberdeen, S.D.

The more accessible content of the magazine is finely focused on information to help buyers in their security, life safety and integrated product, system and service purchases. The fine focus of the shorter articles appeals to busy security executives. "Your publication is great," Curtis M. Haugen of C.M. Haugen & Associates, Minneapolis, tells us. "Short articles; a lot of variety; solid, supporting charts, graphs and pictures."

Above Other Info Sources

Articles appear within segments that cover major types of technologies. With so much change happening within these various old, new and emerging technologies, SECURITY Magazine has definitively positioned itself above the competition. And readers agree. "Looks great; reads well. Keep it up," reports Gary Henley, director of traffic, Modern Business Systems, Jefferson City, Mo.

Readership has increased — especially in "read through" of the entire magazine. "I enjoy reading the whole magazine," comments Marion J. Marceau, assistant vice president and security officer, Vermillion Bank, Kaplan, La.

At its most basic, the editorial direction and accessible structure of SECURITY Magazine — while revolutionary — works well for corporate and commercial security buyers who are readers. "Security is a great magazine," says Richard J. Wipple, manager, administrative services, Leprino Foods, Denver, Colo.

SECURITY's readers have said it best! ■

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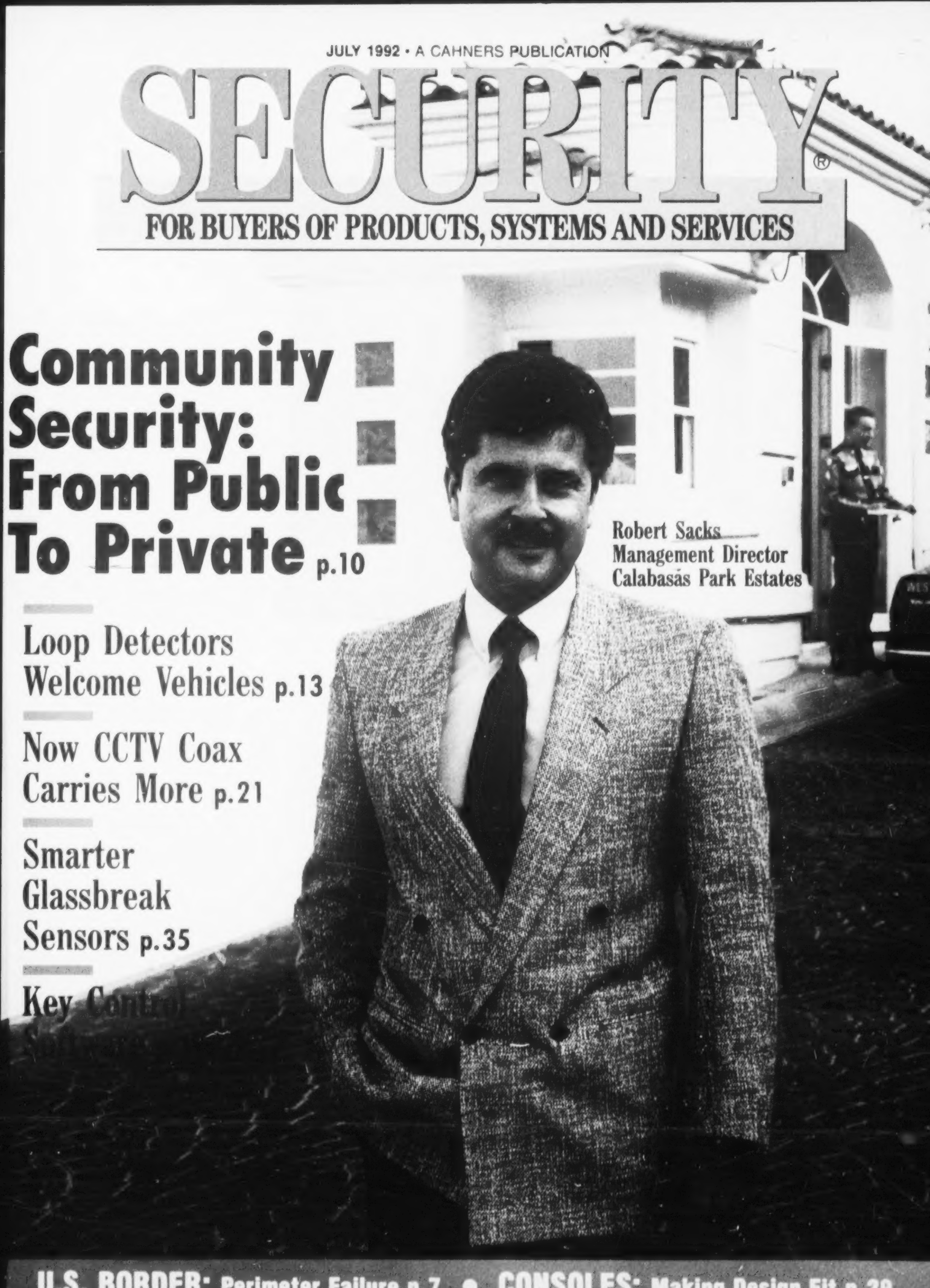

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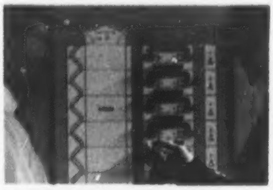

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"We put the ship back in the bottle," says Charles Herrera, who used a console design program. 29

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SECURITY NEWS

Reports and incidents that impact asset protection.

U.S. Borders Turn Into Bloody Political Quagmire

The biggest perimeter of them all — the 2,000 mile U.S. border — has become a bloody, drug-soaked mess of a political quagmire.

The U.S. has responded with more physical and electronic security barriers, employer sanctions, sophisticated police data bases and widened use of forfeiture.

Still, there's growing criticism of U.S. policy contradictions, the use of security equipment and the general ineffectiveness of the effort.

U.S. Attorney General William Barr, in February, promised more money for security lighting, fences and increased Border Patrol staffing.

Along the California-Mexico border, the U.S. has erected a 10-foot "funneling" steel barricade, with plans to extend it 14 miles inland. Illegal aliens have already dug tunnels underneath it or simply rush through checkpoints and onto busy Interstate 5 to elude agents.

Along the U.S.-Canada border, which has very little traffic compared to the south, the U.S. has established overlapping perimeters of outdoor sensor systems as well as CCTV surveillance. Much of it is Viet Nam-era technology.

At international airports such as in New York City and Los Angeles, more than a thousand illegals may fly in monthly, after destroying fake identification on flights from Canada and other "easy-entry" countries.

Most of these airline illegals are not detained. The U.S. Immigration and Naturalization Service attempted, early last year, to force airline security departments to detain and house illegals prior to deportation hearings but gave up on the plan.

The federal 1986 Immigration Reform and Control Act was crafted to minimize illegal immigration. Its effect was temporary; some say it has encouraged more border crossings. ■

Illegal aliens successfully compromise physical and electronic barriers that guard America's increasingly bloody borders.

Sam Martin, SECURITY Magazine columnist, receives the Gaffney Award from the International Association for Healthcare Security and Safety.

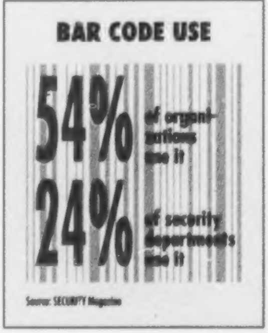
SECURITY Columnist Martin Honored

Just a few days ago, Sam Martin, CHPA, CPP, a SECURITY Magazine columnist, received the Philip A. Gaffney Faculty Chair Award from the International Association for Healthcare Security and Safety.

The award was established in 1989 to recognize individuals, companies or institutions that best exemplify: Promotion and development of education research; acquisition, compilation and dissemination of resources, research material and publication; publishing of educational papers, books, articles or treatise; and design and construction of healthcare facilities that best exemplify state of the art technology and principles of security. ■

IN BRIEF

Shred It and Forget It is an informative brochure from Cummins-Allison Corp., Mt. Prospect, Ill., which answers many shredding questions. Call (800) 621-5528. ☐ **The Security and Special Police Legal Update** covers current case law. It's a publication of Americans for Effective Law Enforcement, Inc., Chicago, a non-profit, tax-exempt educational association. Contact AELE at 5519 N. Cumberland Ave., Suite 1008, Chicago, Ill. 60656-1498, phone (312) 763-2800. ☐ **The Corps of Engineers tips the FBI** to alleged criminal environmental fraud at Iroquois Gas Transmission System, the huge natural gas pipeline from Canada to Long Island, N.Y. ☐ **Privacy is at the heart** of the controversy over the U.S. Postal Service's selling "change of address" lists to large direct mail operators. It also sells the information for $3 to those who request an address locally. ☐ **Sen. Robb is a focus** of a federal grand jury investigation on allegedly illegal tape-recording of a cellular telephone call by Virginia Gov. L. Douglas Wilder. The incident already has led to staff resignations in the Robb organization.



Source: SECURITY Magazine

Popular bar code data collection will spur card use by security.

Shielding Options, Low Cost Keep Coax on Top

Despite flashier competition, coaxial cable remains the most popular of CCTV connections.

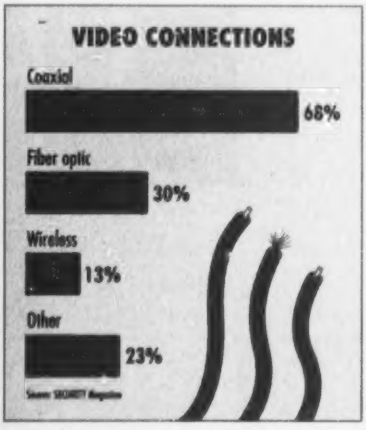
A recent SECURITY Magazine phone survey reveals that, although fiber optic, wireless, microwave and phone line connections all are used in the industry, coaxial cable is still the connection of choice: Sixty-eight percent of all respondents rely on coax for their CCTV connections.

"For small installations and short runs, coax is still the easier way to go," says Ray Pagano, president of Videolarm, Lithonia, Ga., which provides both coax and fiber-optic connections for its systems.

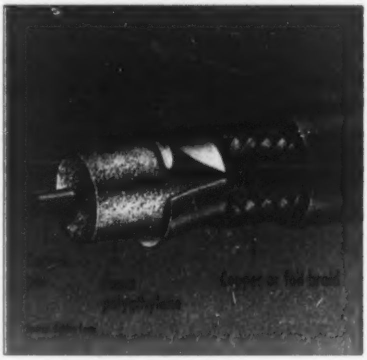
"Coax is the most widely-used, and the most economical," confirms Keith Isogai, operations manager for Elmo Mfg. Corp., New Hyde Park, N.Y. In addition, Elmo makes effective use of coax in simplifying its video systems. Its two-page quad surveillance system, for instance, incorporates video, power and sync (VPS) transmissions on a single coaxial cable running between each camera and control unit.

But even coaxial cable manufacturers must bow to some challenges, such as the constant need for effective shielding.

"Most installers go with a standard braid shield. Usually that's good enough," says Kip Coates, product specialist with Cooper Industries' Belden Division, Richmond, Ind., which manufactures coaxial cable with a number of different types of shielding, ranging from copper braiding to polyethylene environmental sheathing. ■



Cost-effective coax is still the most popular type of CCTV connection. Other methods include phone lines and microwave.



Coaxial cable boasts several layers of protection. Experts recommend polyethylene or PVC jackets when the cable is exposed to harsh environments.

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Small Business Needs A Big Picture

"It was my worst nightmare. Our night clerk had been fatally shot during an armed robbery and the video tape had run out."

I listened intently to the security manager of a chain of convenience stores. I sympathized with his predicament because, not two weeks before, we had proposed the use of time lapse recorders and upgraded camera equipment for this chain.

Arthur Bourque

Instead, management chose a less expensive option — installing home video recorders and vidicon tube cameras. When the store manager left at night — usually around 5:00 — he would insert a tape and record in the SLP mode, thereby covering the six remaining hours of the night shift. On the night in question, the store manager left early and the tape ran out 15 minutes before the robbery.

The age of technology has arrived, and some retail facilities have recognized the tremendous benefits derived from use of proper cameras and recorders. Others continue to slug it out, refusing to advance into the 1990s and use technology to solve problems. They don't see the big picture.

Installation of the proper equipment, establishment of proper recording procedures and a systematic process of selective review can prevent not only internal theft, but external theft and fraud as well. It can provide good evidence in criminal cases, probable cause in employee discharge hearings and a great defense in civil litigation of on-site accidents. — ***Arthur Bourque is president of Surveillance Specialties, Ltd., Lynnfield, Mass., which specializes in covert video installations throughout the U.S.*** ■

ZALUD REPORT

Trends and directions buyer planning.

Hotel Liability: Low Room Prices Hurt

The down-push on room rates at hotels and motels — symbolized by a spate of budget motels — as well as the franchising of independent properties has pushed down guest protection, according to hotel liability experts and security professionals.

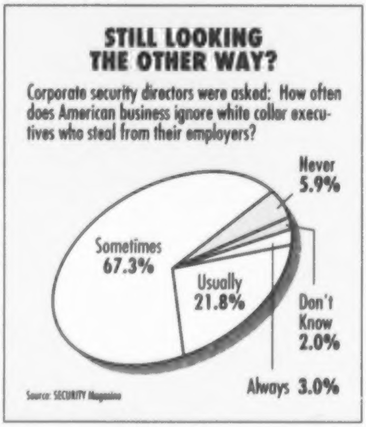
By reducing security to cut costs, "the lodging industry has foolishly exposed itself to increased liability," says J. Gregory Service, liability author and instructor at Broward Community College, Pompano Beach, Fla.

In addition, some lodging chains that franchise their name and reservations systems — yet don't own the properties — have distanced themselves from local facilities, setting only "bare-minimum" door lock and peephole requirements.

The fallout from downsizing has affected luxury, business and resort hotels to a lesser extent. "Most of these properties have security professionals and use better technology and trained staff," comments John Jimenez, director of security and safety at the Sheraton Chicago Hotel and Towers.

These segments of the lodging industry also stress service extensively, with safety and security as essential service elements. "The profession has become more diversified," points out Mark H. Beaudry, director of safety and security, Westin Hotel Copley Place, Boston, Mass. "We now have a much broader scope of responsibility — handicap access, risk management, safety."

Beaudry recently proposed a new certification program in hotel security for the American Hotel and Motel Association. ■


STILL LOOKING THE OTHER WAY?

Corporate security directors were asked: How often does American business ignore white collar executives who steal from their employers?

Source: SECURITY Magazine

Financial fraud conducted by top management is too often ignored by security looking for the employee thief.

Look Up For Crime

With over 6,000 members, the National Association of Certified Fraud Examiners (NACFE) is on a fast track that includes the often-neglected area of white collar crime.

One topic at the upcoming NACFE Conference Aug. 3 to 5 at the Opryland Hotel, Nashville, Tenn., is the investigation of high-ranking business executives, says John Weber, CFE, CPP, director of loss prevention, Builder's Square, San Antonio, Tex., and a member of the association's Board of Regents.

The fraud examiners group is a formalization of various security and accounting specialties including loss prevention and forensic accounting. "New guidelines from the Federal Sentencing Commission on crimes committed by corporate executives has generated additional interest," says Weber.

It's a sensitive issue for corporate security directors. "It's also an issue of integrity — personal and corporate," adds Weber. He believes an ethical tone must be set at the top — with top executives practicing what they preach.

For conference information telephone the association at (800) 872-4678. ■

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SECURITY Stats Offered

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☐ The 1992 National Retail Security Survey - $5.

☐ The National Private Security Officer Survey - $35.

☐ The 1991-92 Security Industry Forecast - $35.

☐ SECURITY Magazine's 1992 1st Quarterly Telephone Survey. Topics covered: Use of wireless technology, perimeter protection, color CCTV, employee drug screening and more. - $20.

☐ SECURITY Magazine's 1992 2nd Quarterly Telephone Survey. Topics covered: Use of security consultants, bar codes and electronic access control; guard tour system purchases, CCTV connections and more. - $20.

Consider subscribing to The 6-a-year Zalud Report trends newsletter.

☐ The Zalud Report - $60 per year. ■

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Hank Feeney
Project Manager, Security
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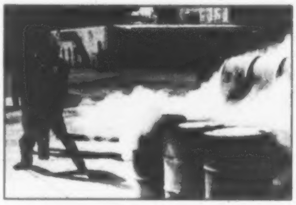
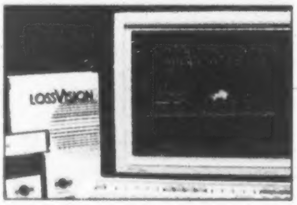


OSHA's new Confined Space Regulation increases the need for outside training services. **35**



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Screening Deflects Negligent Hiring Suits

Negligent hiring lawsuits are increasing — although not at the booming pace we'll see later this decade, according to litigation experts.

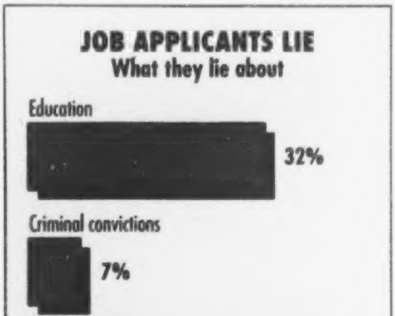
It's a serious threat to employers of both proprietary and contract workers. And businesses which employ high-exposure, service-oriented security officers are among the most vulnerable.

Following a study of its client base, U S Datalink, Inc., a Baytown, Texas-based pre-employment background screening provider, recently learned that more than 45 percent of job applicants lie at least once on their resumes or application forms. The firm's data helps drive home the need for employers to conduct comprehensive pre-employment background checks to reduce the chance of hiring employees who are likely to perpetrate negligent hiring suits.

"When applicants lie, usually it's about the type of educational degree earned — not the school attended —and they lie about being in charge of certain things they weren't," says Becky Parker, U S Datalink researcher.

Phil Schiedermayer, CPP, president and principal consultant, Profitect Inc., Walnut Creek, Calif., says "It's the tip of the iceberg as far as litigation. Court rulings in the past three years have been such that there will be more of them. But we still haven't seen enough litigation. Trial lawyers have not yet realized there's another bonanza.

"I see it as a sequence that occurs when you take several steps in the area of corporate responsibility," Schiedermayer continues. "We've seen growth in the failure of on-site security." ■



About one-third of job applicants lie about, avoid or stretch the truth.

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Mistreatment, Theft Most Harm Business Firms

Nationwide reports from more than 300 companies in a variety of industries reveal that employee mistreatment and theft were the most frequent causes of loss or harm to businesses in 1991.

Findings of the Ninth Annual Summary of Incidents reported anonymously to The Network Inc., an Atlanta-based firm which provides companies a toll-free number and information gathering services regarding workplace issues, confirm that employee mistreatment was the concern among 24 percent of the more than 7,200 calls The Network received in 1991. Mistreatment also topped the list in 1990 with 25 percent of calls. Theft of goods, cash and time was second with 22 percent of calls. Theft also represented 22 percent of calls in 1990.

"These concerns reflect how much people care about their work environment," says Ed Stamper, Network president. "Because of new federal sentencing guidelines that heavily fine organizations that fail to implement preventive programs, companies now have more to gain than ever before from soliciting the help of their employees, customers and vendors." ■

For More Information

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On the Market

Evidential Alcohol Test

National Draeger Inc.'s Alcotest 7410 is a hand-held breath alcohol measuring instrument. A D.O.T.-approved evidential compliance tool, it displays test results in either percent of breath alcohol concentration (BAC) or pass/alert/fail (P/A/F). The microprocessor-controlled sampling system guarantees a precise and tamper-proof sample measurement.

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Questionnaire for Retail

London House/SRA introduces a new paper-and-pencil questionnaire for prospective retail sales associates, the Sales Personnel Selection Inventory (Sales-PSI). In addition to predicting retail sales success, the questionnaire measures applicants' attitudes toward employee theft.

For information circle **139**

Security Engineers Rise to Tech Challenge

Security engineers, many state licensed, are broadening their scope.

"The security consultant who is also an engineer does not limit himself to the technical portions of security," says Bert Cohn, PE, CPP, of Bert Cohn Associates, Chicago.

For instance, in performing a comprehensive security study, Cohn says a security engineer may evaluate the adequacy of security operations, the proficiency and training of security personnel and the adequacy of physical features as part of the overall picture.

Consulting and Specifying

Preliminary engineering design takes into consideration facility operations, desired levels of security, life-cycle costs and other factors.

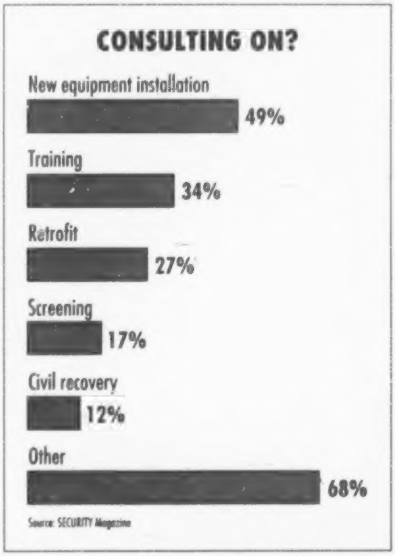
Specifications may be written around a particular vendor. "If the vendor provides the specs, he may insert language that unnecessarily limits the competition," Cohn says. "And he may be the only bidder who meets the specifications."

At times, however, the engineer may find that only one vendor's product will adequately serve the client's needs. In any event, many security engineers avoid conflict of interest by not having a pecuniary or other personal interest in any vendor or contractor who may bid on the project.

Regulations and Ethics

Individual states regulate the practice of engineering. Most prohibit the offering of engineering services to the public or the preparation of engineering designs without being licensed as a professional engineer. Some states also license companies as professional engineering firms.

In addition, many engineering societies have codes of ethics. Consulting en-



Source: SECURITY Magazine

Other areas of consulting included computer security, risk analysis, investigations and a host of highly specialized jobs.

Turning the Tide of Outsourcing

As corporate America redefines itself, the idea of outsourcing has become a popular one. Replacing a proprietary staff with a contractor runs the entire continuum of back office functions. Security departments are no exception.

The Hallcrest II Report projects that contract employees will continue to outstretch proprietary forces through this decade.

Converting to a contract agency requires four basic business criteria. The first is clearly economic. Well-planned conversions can typically reduce operating expense by at least 20 percent. Much of this is in the area of paying reduced wages and benefits to contract employees. Pending legislation and recent court decisions could radically alter this advantage, however.

Secondly, conversions typically allow the corporation to transfer a significant portion of the associated business risk. A firm can and should demand a reasonable indemnification and "hold-harmless" relationship with any supplier. To this extent, relief from damages can be sought, provided the firm can prove that it is not a co-employer. Such relief is generally limited to the supplier's insurable limits. Since co-employment is difficult to defend against — and actively encouraged by most contractors — there is a substantial limitation on companies considering a conversion.

The third reason for a conversion is to achieve greater management flexibility. The recently passed Americans with Disabilities Act, coupled with an inability by many suppliers to meet the end user's management requirements, places this criteria in jeopardy.

Dennis Dalton

The final reason for seeking a conversion is to improve the quality of service. This has historically proven to be the industry's nemesis. In spite of the progress in this area, many contractors fail to live up to the expectations of their clients, particularly those within senior management. The issue of not providing quality service transcends the arguments of low pay, poor benefits and inadequate training, among others. Absent a holistic approach to the issue of quality service, companies are likely to look inward for answers.

Does this mean that we'll see reconversions? I don't believe so. I think that we are likely to be coming to the end of this current cycle. After all, as with so many other business phenomena, the issue of staff conversions is an aspect of corporate life that seems to ebb and flow. — ***Dennis Dalton is president of Dalton Affiliates, Fremont, Calif.*** ■

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SECURITY CONSULTING

gineering firms may be members of the American Consulting Engineers Council, and, as such, would have no affiliations with construction or manufacturing companies that would cause conflicts of interest, much as the International Association of Professional Security Consultants (IAPSC) restricts its members from company affiliations.

Local security contractors are often familiar with security consulting and engineering firms and know which ones have a reputation for fairness and competency. — ***Edited by Stephen C. George; information supplied by Bert Cohn Associates.*** ■

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IAPSC	Circle 153

Equifax Accord Smooths Credit Reporting Bumps

Credit reporting giant Equifax Inc., of Atlanta, Ga., just weeks ago reached an accord with 18 states aimed at improving the accuracy and accessibility of its consumer services.

The Equifax accord comes about seven months after a lawsuit forced TRW Inc. of Cleveland to reform its credit reporting practices. The TRW move followed legal action by the Attorney General offices of 19 states and involvement of the Federal Trade Commission.

Standardizing national credit reporting procedures at a level acceptable to consumer groups, law enforcement agencies and government regulators is a marketplace trade-off as Congress continues to wrangle over reform of the federal Fair Credit Reporting Act. Personal credit reports, collected and maintained primarily by three national firms, but disseminated through hundreds of credit information brokers, are used by business employers as one method of employment screening. Some credit reporting firms also track criminal histories, in addition to financial data. ■

Tour Systems: Two-way Monitoring of Property

Barcode, magnetic stripe, infrared, proximity — these and other technologies, once exclusive to access control, identification and other aspects of security, are now finding their way into the hands of security officers. Literally.

Guard tour systems have gained a significant foothold in the marketplace. Exclusive SECURITY Magazine research reveals that nearly 40 percent of the security officer population works with, or is trained in the operation of, these hand-held tour management systems. Given the increasing ease of use and decreasing costs involved with such systems, this percentage is likely to grow.

TOUR SYSTEM USE

39%

Source: SECURITY Magazine

A significant number of security officers now employ, or are trained, in the use of some type of guard tour system.

"There are two ways to look at guard tour systems," says Bob MacDonald, director of marketing and sales for Detex Corp., New Braunfels, Texas. "Normally, the users — the business owner or occupant — want something to manage the officer when they're not there; something that can't be compromised. Of course, the other side is security — making sure everything is in place, that all the doors are locked and the windows aren't broken."

Two-edged Management

As MacDonald explains, guard tour systems also provide an extra level of management. Most can be downloaded using management software; many hand units can be downloaded directly to serial printers for instant tour reports. By providing this level of accountability, many end users find a guard tour system pays for itself in discounts given from insurance underwriters, who recognize the value of such technology as a hedge against liability.

Barcode Economics

Currently, the most economical and, not coincidentally, the most popular, types of tour systems employ barcode technology. The downside — that barcode strips are easily photocopied or removed and destroyed — has been eliminated by most manufacturers.

"These days, most barcode strips are made so that they self-destruct once they're removed or tampered with," explains David Buck, product manager for guard tour systems at Timekeeping Systems, Inc., Cleveland. Timekeeping's system allows end users to print their own barcodes. Black transmissive film coverings copy-protect the barcodes.

"For outside touring, most people want contact points they can put anywhere, so barcodes need to be protected somehow," adds Marc Bohn, director of marketing for Lathem Time Corp., Atlanta, Ga. Currently, the company manufactures etched barcodes on anodized aluminum. As an added measure of security, Lathem and other companies used infrared readers, defeating photocopied fakes.

But contact points aren't the only part of the system in need of protection. To that end, guard tour hardware manufacturers usually construct their hand-held readers out of durable lightweight metals. Lathem's reader is sealed cast aluminum with a retractable sapphire read tip. Detex's ergonomic Data Acquisition Unit is constructed of ABS plastic. Hand Held Products, Charlotte, N.C., which manufactures readers for several guard tour system companies, subjects its Micro- and Laser-Wands to a number of torture tests, including a seven-foot drop onto concrete.

Hot Technologies

Some manufacturers do more than barcode systems. For instance, Deister Electronics, Manassas, Va., in addition

On the Market

Civil Liability Booklet

The International Foundation for Protection Officers (IFPO) has published *Civil Liability for Security Personnel* by Chris Hertig, CPP, CPO. The book offers tips on giving depositions, preventing liability through improved training and supervision, security-related negligence liability under Section 1983 of the United States Code, sexual harassment and other subjects. The book also features an extensive section on civil liability terms.

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Firearm Storage Bags

Bianchi International's Bianchi Blue Bags are 6-mil polyethylene bags with volatile corrosion inhibitors to protect handguns and long guns from rust, corrosion and oxidation for three years. The bags emit a vapor protecting carbon and stainless steel, aluminum, silver, titanium, brass, copper and bronze from rust and corrosion. The translucent bags also protect other metals subject to corrosion from moisture, salt and pollutants. The bags come in three sizes.

For information circle **194**

to protected barcode systems, also markets the De Prox — a proximity reader for high-end, discreet applications, such as museums and jewelry stores.

Meanwhile, Videx, Corvallis, Ore., introduced its TouchProbe system at the recent ID Expo in Chicago. TouchProbe reads information from small, metal touch buttons manufactured by Dallas Semiconductor, Dallas, Tx. Dag Pedersen, marketing communications manager for Videx, jokingly calls the technology "barcode-in-a-can."

"It's very good for situations where you need protection from the environment," says Pedersen. "Plus, you can't copy the button." The buttons currently exist in a read-only format, as well as a read-write button that accepts downloaded information from a reader.

But the heart of any tour system is the software.

Info Management

"Software is key for management, providing tour reports, customizing the way your information is output," says Steve Campisi, CEO of DataFlo, Omaha, Neb. Campisi's company prides itself on its software, which is frequently updated and fine-tuned, based on research and client input. DataFlo's Watchdog system works with a library of modular software, essentially allowing an end user to custom-design a management system for specific applications.

"With any system, a user wants some versatility," concurs Timekeeping's David Buck. "We've tried to make our system as management-based as possible, with plenty of aspects that are user-definable." ■

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In Brief

Pinkerton tops list in L.A. — Pinkerton Security and Investigation Services, Van Nuys, Calif., was rated "the industry leader" among the top 25 officer services in Los Angeles County, according to The List, a regular feature in the *Los Angeles Business Journal.* Burns International ranked 4th; Wells Fargo ranked 8th; Guardsmark was 18th. ☐ **Investigative Specialist program offered** — The International Security and Detective Alliance (ISDA), Corpus Christi, Texas, offers a vocational degree program in investigations and security. For more information: ISDA, Box 6303, Corpus Christi, TX 78466-6303.

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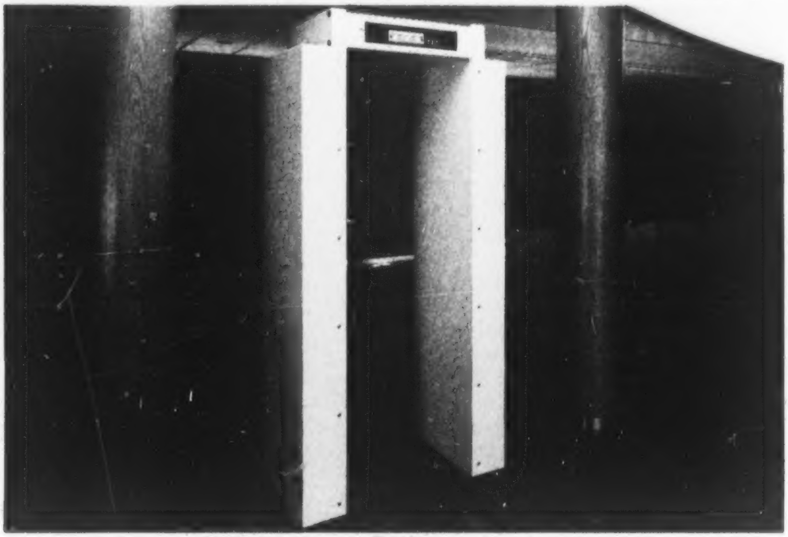

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ZALUD REPORT

Trends and directions for buyer planning.

Lift a Finger to Help Children

Palm and fingerprints are a valuable means of tracking down missing infants and children.

Yet, volunteer programs at schools, neighborhood fairs and other events too often yield partial or smudged prints. Scam artists also hit communities, take parents' money and leave behind dime store-quality prints.

"Even if the prints are good, parents often discover they have misplaced them at the most critical time," says Diane G. Apa, founder of the National Fingerprint Program for Child Identification. Apa works with local community groups, corporate security departments and law enforcement agencies to smooth out the child fingerprinting bumps.

Since its founding in 1983, the program has received national attention. Recently, the University of Illinois at Chicago assumed administration over the nation's only computerized child fingerprint repository, through a new University Office for the Study of Child Victimization.

The unique service includes supplies, training, a quality review of prints and computerized database of records for quick retrieval.

"What good is a child's fingerprints if you can't find the file card or the prints are unusable," says Diana Apa, who offers a non-profit quality assurance service.

Training Materials Helpful

"We provide training to people who do the fingerprinting," says Apa, who believes collecting finger and palm prints of infants and young children is a tricky business.

A child's file includes the digitized prints as well as other personal information such as scars, birthmarks and blood type. "Our system is completely parent-driven," says Apa. Parents consent for collection and maintenance of the files; a parent or guardian must request a database search if their child is missing. The group destroys files upon a child's 18th birthday.

Hot Line to Records

Parents receive a small, wallet-sized identification card, which has a hot line number that's accessible worldwide.

"Studies show hundreds of thousands of children annually are abducted by family members, are run aways or throw-aways — kicked out of their home. Fingerprints remain the most effective, positive identification of missing children," concludes Apa.

Corporate security executives seeking outreach programs in their local communities can take advantage of the centralized, ethical service. Contact: National Fingerprint Program for Child Victimization, Office for the Study of Child Victimization, University of Illinois at Chicago, 707 West Harrison St., Chicago, Ill. 60607; telephone (312) 413-7350 or FAX (312) 413-2713. ■

Music Retailers Push Harder for Source Tags

Retailers, pressuring product manufacturers for ways to decrease costs, are pushing harder for source tagging.

The National Association of Recording Merchandisers' (NARM) Loss Prevention Committee recently reviewed developments in Electronic Article Surveillance (EAS) technologies. Its conclusion: fast-track source tagging by the end of the year. Driving retailer demand: the downsizing of easier-to-steal compact disc recordings.

Tagging Standards

Retail industry pressure for source tag standards will impact EAS manufacturers and could influence development of asset protection systems in offices and factories.

NARM's Loss Prevention Committee, through an independent laboratory, is now testing technologies (including CAPS, Checkpoint, Knogo, Sensormatic, and 3M) and is expected to have prototypes available this month, with production by the end of the year.

Home center retailers previously announced similar activities aimed at speeding source tagging. NARM, a trade association of 700 companies, represents recorded entertainment retailing, and music and video wholesaling, distribution and manufacturing. ■

For More Information

CAPS	Circle 221
Checkpoint Systems	Circle 222
Knogo	Circle 223
NARM Source Tagging Project	Circle 224
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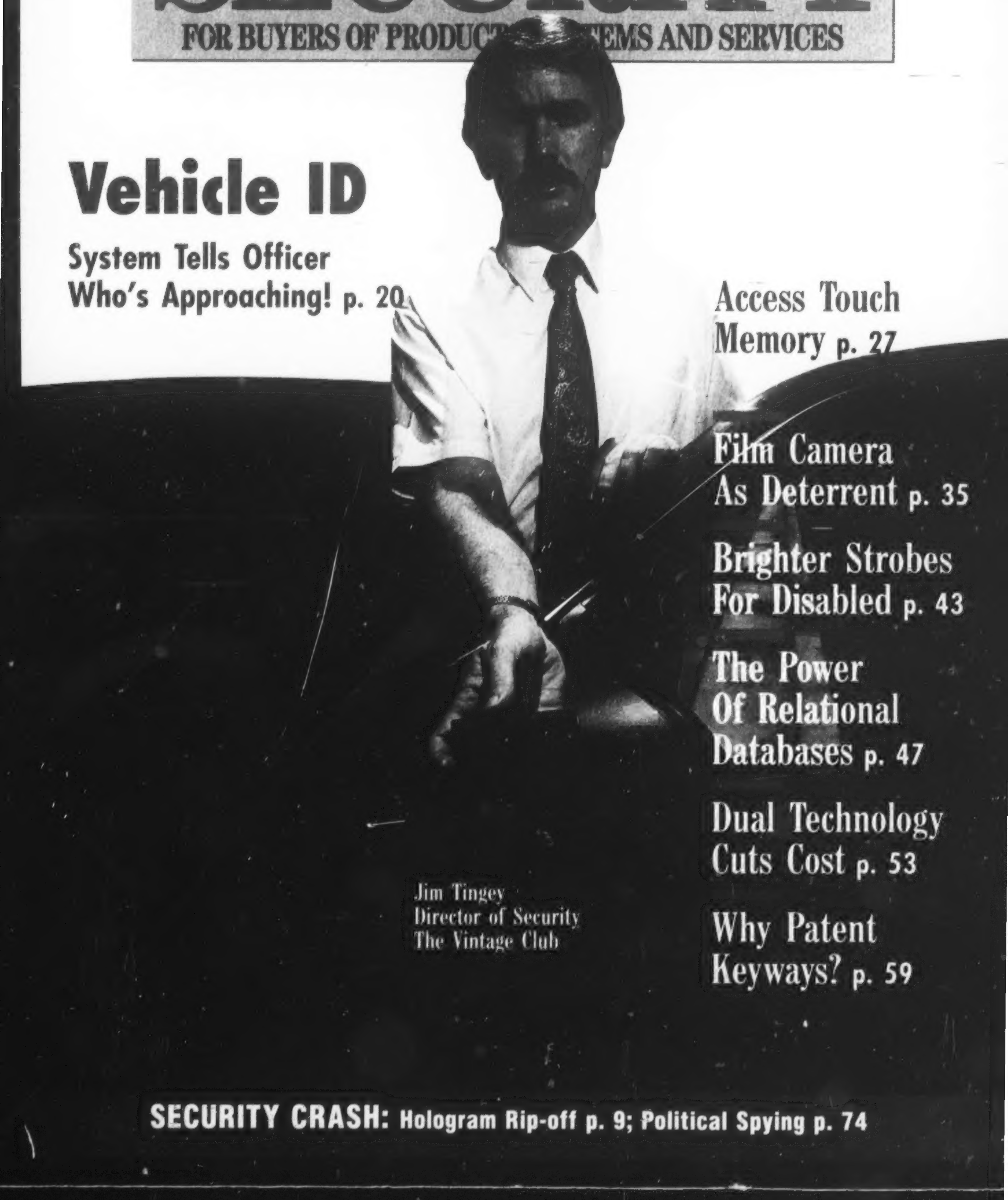

Jim Tingey
Director of Security
The Vintage Club

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Electromagnetic locks at Dallas/Fort Worth Airport retrofit well on newer, heavier doors. 28

Splat arenas are a fun way to train armed security officers and they are an effective, hands-on experience. 69

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SECURITY

NEWS

Reports and incidents that impact asset protection.

Hologram Fails Piracy Test

In an ominous discovery, Microsoft Corp. security investigators discovered "look-alike" holograms which Microsoft uses to counterfeit-protect its software products and packages.

The Shenzhen Reflective Materials Institute, 10 miles from Hong Kong, allegedly shipped more than 400,000 holograms to software pirates, including a Taiwanese firm which assembled fake copies of software and packaging.

"We expected (the hologram would have) a much greater deterrent value than it apparently had," David Curtis, Microsoft's associate general counsel - international, tells SECURITY Magazine. "The hologram duplication is disappointing."

While the Pacific Rim, eastern Europe and Latin America are prime software pirate havens, the U.S. is not immune. Late last year in an investigation that covered three states, Microsoft investigators infiltrated an alleged Los Angeles pirate assembly plant which used cheap, knock-off foil stickers made to look like the hologram.

With a court order, the U.S. Marshals Office has participated in some Microsoft raids. Recently, the Federal Bureau of Investigation (FBI) played a first-ever role in an anti-counterfeit operation with Microsoft legal and security officials.

Holograms appear most often on bank cards and bus passes. Until the China discovery, it was thought they provided a level of security because of their expense and production difficulty. "Our aim (in protecting our software) is to make it harder to counterfeit and easier to detect fakes," adds Curtis.

— ***Bill Zalud*** ■

TERRY PAGOS PHOTOGRAPHY

Microsoft MS-DOS 5
Microsoft MS-DOS 5
MS DOS
MS DOS

Alison Gilligan, a Microsoft anti-piracy specialist, compares MS-DOS 5 packaging with fake and real holograms.

"We help firms protect their information assets," says ISSA President Vaune M. Rimkus.

ISSA Chief: Nets Push Info Security

Business downsizings and reorganizations are as challenging to information security executives as the speed of technological change, contends the new president of the Information Systems Security Association (ISSA).

"Already rapid advances in technology have sped up," says ISSA President Vaune M. Rimkus, partner at CCG Inc., Chicago Consultant Group, which provides consulting and risk management resources, sales and security. "That, and networks and systems' connectivity, have increased the potential of information security threats."

In some firms, there's consolidation of data centers. Others distribute controls so that numerous people are buying and running computer systems. "In these cases, it's even more necessary to have a corporate viewpoint or policy that enforces the need to include information security in products and services," adds Rimkus. ■

For More Information

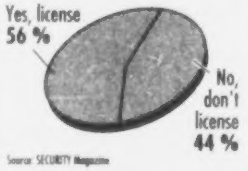
ISSA Circle 1

IN BRIEF

"I'm shocked," says Richard Kunicki, who heads security at Chicago's busy O'Hare International Airport, when he learned in late July of a theft ring of on-duty security officers who stole from baggage and cars at the airport, possibly since 1981. The ring's existence will lead to "more extensive background checks." ☐ With 96 FBI agents now assigned to a **special healthcare fraud** detail in 12 target U.S. cities, the federal government is finally cracking down. The House Government Operations Committee is considering legislation to standardize insurance forms. ☐ **New York Happenings:** The chief of security for the New York City Public Schools, who manages a huge force and a $60 million budget, is under investigation in an alleged influence scheme, while the New York Port Authority reports it may have overpaid nearly a half million dollars to City Wide Security Services Inc., Brooklyn, N.Y. over a two-year period. The firm provides contract security for the World Trade Center. The overpayment involves officer overtime. Investigators believe City Wide passed overpayments to officers.

PROPRIETARY OFFICER LICENSING?

Corporate security executives who say employee officers should or shouldn't be state-licensed:



Source: SECURITY Magazine

The majority sees value in state-licensing of security officers.

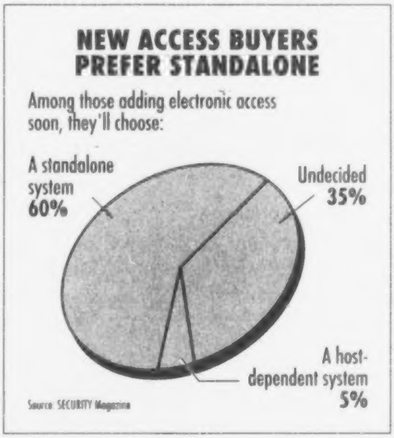
In Brief

Weatherproof metal detection — Outokumpu Electronics Inc., Bethesda, Md., has introduced the Metor 120WP weatherproof metal detector, a weatherproof version of that company's existing Metor 120 walk-through metal detector. Call (301) 951-0911 for information. ☐ **30-year anniversary for lock** — The Cypher Lock from Continental Instruments Corp., Westbury, N.Y., an electronic combination lock, is celebrating its 30-year birthday. D.O.D.-approved, the lock unlocks all types of electric door strikes and door locks. ☐ **New metals detection book** — *Effective Ground Searching With Metal Detectors,* authored by Charles Garrett, helps crime scene investigators and security officers effectively use the devices. Call (214) 278-6151 to order the $4.95 book.

More Ways Up From Standalones

So a standalone's ability to expand upward is vital, especially since many two-, four- or eight-door systems aren't host-connected.

This ability to expand is an important feature, for example, of a new wireless access control system from Northern Computers Inc., Milwaukee. According to Karl Radke, sales manager, the N-4000 Series spread-spectrum radio frequency signaling system grows to meet future needs. It controls one to 256 readers.



Among current access system users, 84 percent specify standalone systems.

Standalone systems that don't require a host computer, yet have expansion capability, are perfect for users interested in "a building block approach to security," according to Rick Focke, product manager for Andover Controls Inc. in Andover, Mass.

Andover says the increase in processing power of standalone systems is shaping the look and function of access control equipment. The company expects to release a "smaller, more powerful version" of its AC 4 + 4 standalone four-door access system for total building control this fall.

Adding "smarts" isn't all the security industry wants, according to Kevin Cahalen, market development manager for Westinghouse Security Electronics, Santa Clara, Calif.

"The impact of smarter microprocessors, cheaper memory and improved technology for promixity all make standalone systems more sophisticated, but, at the same time, a good manufacturer keeps them easy to use and operate." — ***Deborah L. O'Mara, Contributing Writer*** ■

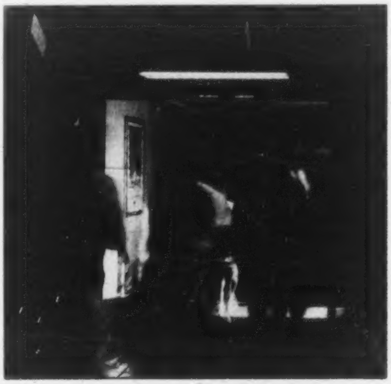
For More Information

Andover Controls Inc.	Circle 49
Northern Computers Inc.	Circle 50
Westinghouse Security Electronics	Circle 51

Airline Satisfies FAA with EM Locks

Warped and slamming doors, high maintenance costs and new FAA guidelines are among factors that prompted American Airlines at Dallas/ Fort Worth (DFW) Airport to install new, heavier doors and retrofit mechanical keys and locks with electromagnetic locks (EM locks).

When previous, high maintenance doors, frames and hardware weren't securing properly, airline decision makers specified 65 electromagnetic locks, 34 Model 802 SDC key switches with time delay and SDC power supplies from Security Door Controls (SDC), Westlake Village, Calif. American Airlines uses both Model 1513 electromagnetic locks — single locks in full door width architectural housings — and Model 1514 double-door electromagnetic locks.



DFW passengers walk through doors which are usually secured bv SDC EM locks.

The new doors and locks restrict access to jet bridge walkways, which lead from lounges to boarding areas. Passenger service personnel only unlock the doors during boarding and deplaning. Says Richard Strnad, American Airlines' facilities maintenance senior engineer, "We face a $10,000 FAA fine if someone gets through a secured door to an aircraft." ■

For More Information

Security Door Controls	Circle 52
Other EM Lock Manufacturers	
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Von Duprin	Circle 54
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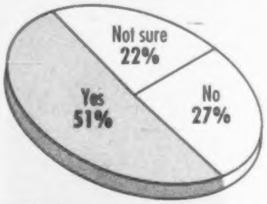
Evolution to Passage — vs. Access — Control?

Access control is no longer a one-way street. Today's high-tech security applications require two-way access system configurations teamed with software and hardware for a total system package referred to as "passage control."

Passage control is coined by Paul Labarile, executive vice president, Campbell Engineering Co., Concord, Ca. Labarile says the new access control focus is on bi-directional access — both

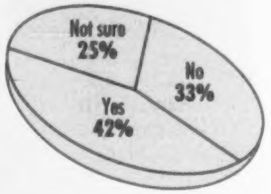
DO INSURANCE REBATES JUSTIFY EXPENDITURES?



Source: SECURITY Magazine

INSURANCE DISCOUNTS VIA EQUIPMENT?

Those who qualify for discounts or rebates after buying fire protection tools.



Source: SECURITY Magazine

Among companies surveyed, 41 percent qualify for insurance discounts after installing fire protection equipment.

strongest: Here 56 percent receive such discounts.

For the most part, buyers find the discounts worthwhile. Institutions, especially, say insurance rebates or discounts are substantial enough to justify equipment investments. Among these respondents, 88 percent are satisfied. Finance is most skeptical: Only 14 percent of those who qualify for discounts through purchasing say the savings are worthwhile.

Some prospective purchasers are still trying to figure out if the discounts are noteworthy. Fifty percent of government respondents aren't yet sure.

In other fire-related news — good news, to be exact — many say they experience zero or very few false alarms within their monitored security or life safety system. Just 9 percent have frequent problems with false alarms. Industry has the least false alarms; institutions the most.

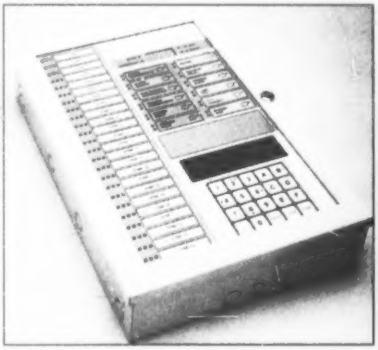
Other respondents say false alarm rate is difficult to classify, citing location variables and frequency "spurts." ■

On the Market

Expandable System

Secutron Inc.'s MODUL-R Fire Detection System allows for easy field changes. It monitors eight to 384 conventional or addressable circuits. Expandable with intelligent/addressable detection devices. Users can network up to 16 MODUL-R units on a two-wire communications circuit.

For information circle **81**



Early Smoke Detect

Cerberus Pyrotronics introduces an early warning smoke detection system which has inconspicuous tubes that carry air samples to an early warning smoke detector. Detectors transmit a signal to a VESDA controller, which generates alarms at three points along a bar graph display.

For information circle **83**

Plan for Hazards

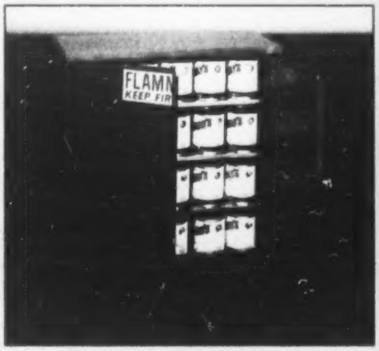
Emergency Film Group offers a three-part film series which helps response teams meet SARA Title III requirements in planning ahead for hazardous materials emergencies. The films are designed in accordance with EPA, DOT, FEMA and National Response Team guidelines.

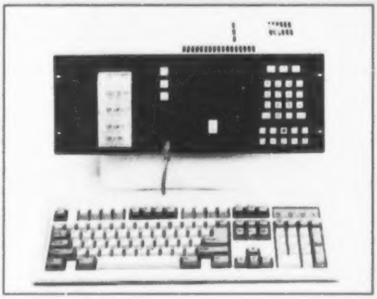
For information circle **125**

Safe Storage

SE-CUR-ALL's Paint and Ink Storage Cabinet is one the company's storage cabinet line for flammables. The cabinet holds one-gallon paint cans (Class III liquids). Available in 20-, 40-, 60- and 120-gallon capacities. Warning label reads, "Flammable—Keep Fire Away." Many are FM-approved.

For information circle **82**





Central Receiver

The Digitize Inc. System 3000 central receiver monitors direct wire, multiplex, dialer, coded, radio and addressable FACP. Networking, user-programmability and computer graphics enhance capabilities. The Digitize line includes proprietary systems which monitor fire and alarm status.

For information circle **84**

Cellular for Alarms

Adcor Electronics' TELGUARD Model T-3100UL is now UL-listed for use as the second phone line (cellular) in UL864/NFPA commercial fire applications. It attaches to the primary phone line input of any listed two-phone line fire alarm digital communicator.

For information circle **126**

ZALUD REPORT

Trends and directions for buyer planning.

EXCLUSIVE
Paper Tests Reveal Substance Abusers

Urinalysis is the most commonly used drug screening procedure among Fortune 1000 companies which screen prospective employees.

Less-used pen-and-paper psychological drug tests, however, with their lower cost and ability to predict future behavior, merit a closer look.

Psychological tests cost about $10 per applicant, while urinalysis costs $40 to $50 per applicant. To learn more about psychological drug testing, The Zalud Report sought out Scott L. Martin, Ph.D., director of psychological consulting, London House, Rosemont, Ill. Excerpts of an interview follow.

Q: ***Can people who abuse drugs or alcohol still pass a urinalysis drug test?***

A: To protect applicants who do not use drugs, laboratories require high concentrations of targeted chemicals before claiming that an applicant has tested positive. As a result, some applicants who use drugs occasionally will still pass urinalysis drug tests because their concentration levels fall below the standard cutoffs. In addition, individuals who are looking for work can easily abstain from drug use for short periods of time. Users of illicit drugs can also consume a variety of neutralizing substances so that drug traces cannot be detected.

Q: ***What's included on a psychological drug test?***

A: The entire battery often includes about 100 multiple-choice questions. The measure of substance abuse usually includes about 20 questions that are based on various psychological principles.

Q: ***What's a psychological drug test looking for that a urinalysis can't find?***

A: Psychologists recognize that individuals tend to rationalize behavior that may be viewed negatively by others. Applicants who abuse alcohol or drugs at work are likely to provide excuses for their behavior, such as, "I only drink at work when things get real stressful," or "Drugs help me work faster." These excuses would seem unacceptable to people who do not use drugs or alcohol at work.

A psychological test is also able to predict drug and alcohol habits at work by asking questions such as, "How often do you think the average employee smokes marijuana on the job?" People who engage in such counterproductive behavior are likely to overestimate the extent to which other people smoke marijuana at work.

Q: ***So how do organizations decide which type of drug screening plan to implement?***

A: Urinalysis and psychological drug tests are comparable in effectiveness, but psychological tests are far less expensive. If an organization only plans to use one method to screen for substance abuse, the psychological drug test is probably the best alternative.

Organizations, however, may wish to consider using both. Accuracy (for hiring decisions) for using both procedures might increase from 80 to 85 percent.

You can use a psychological test to screen out about 20 percent of the applicant pool before administering (more expensive) urinalysis drug tests. Using urinalysis to screen all those who pass the psychological test slightly increases accuracy, yet comes at considerable cost. ■

Sam's Rules: Good for Security, Too

With security becoming more deeply embedded within organizations, your ability to work with others within a business environment has increased. When I recently read *Sam Walton: Made in America, My Story*, I was struck with the good advice of the late Sam Walton, founder of Wal-Mart stores. He encouraged hard work and teamwork and always called his employees associates and partners. — ***Bill Zalud*** ■

SAM'S RULES APPLY TO SECURITY, TOO

Rule 1. Commit to your business.

Rule 2. Treat your staff as partners.

Rule 3. Motivate with high goals.

Rule 4. Communicate everything you possibly can to others.

Rule 5. Provide well-chosen, well-timed, sincere words of praise.

Rule 6. Celebrate successes. Find humor in failures.

Rule 7. Listen to everyone in your company, and figure out ways to get them talking.

Rule 8. Exceed expectations.

Rule 9. Control your expenses.

Rule 10. Swim upstream. If everybody else is doing it one way, try the opposite direction.

Source: Sam Walton, Penguin Books

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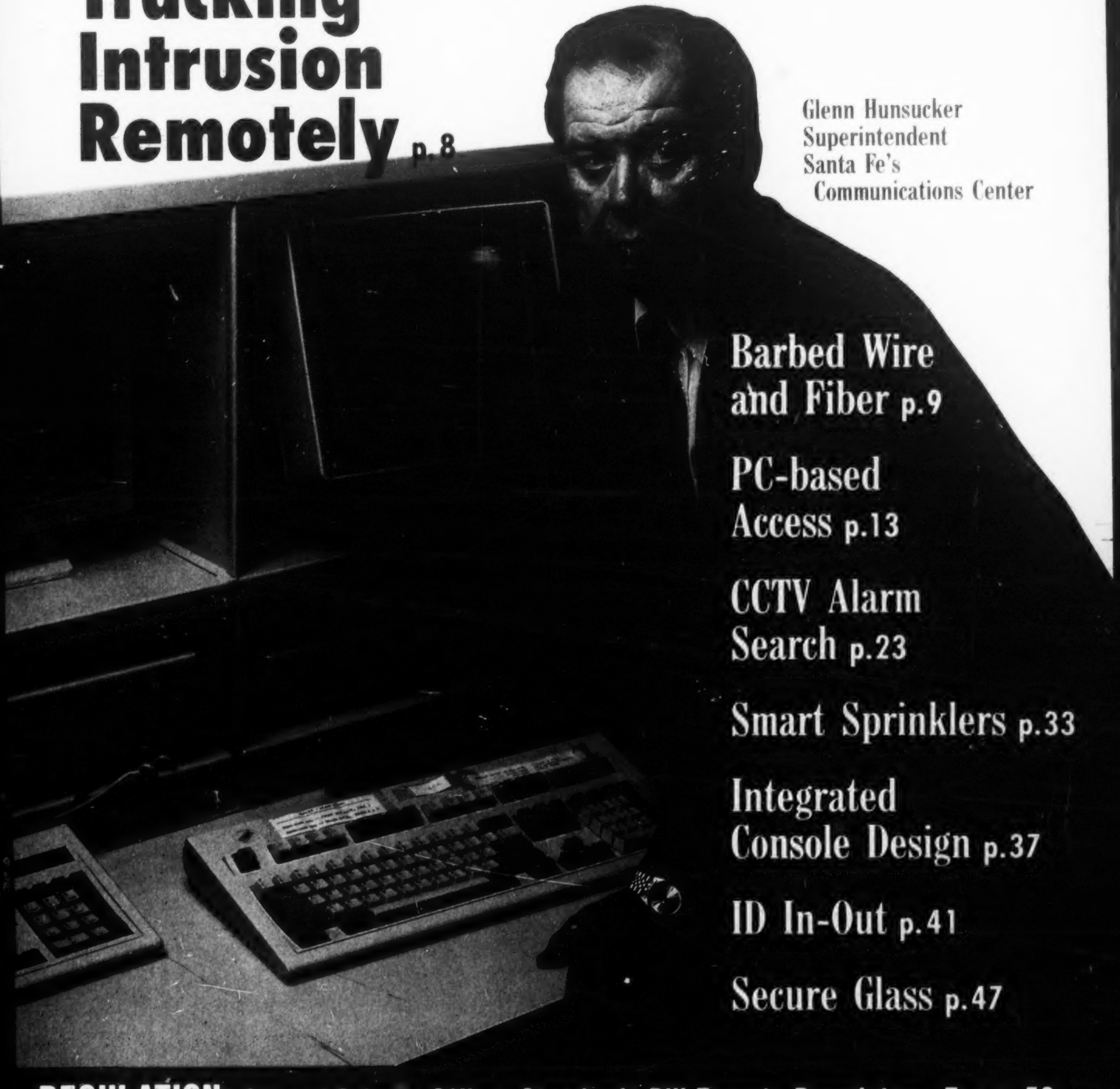

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Transponders that look like computer chips can track computer products or can embed in access cards. **41**

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Time/date Functions Speed Alarm Search

Time lapse video recorders' time/date search functions help users get the information they need quickly and easily.

One unit from Sanyo Fisher USA Corp. allows the user to program searches for alarms or activities between a certain hour on a specified day, according to Tom Thompson, national sales manager for Sanyo, Compton, Calif.

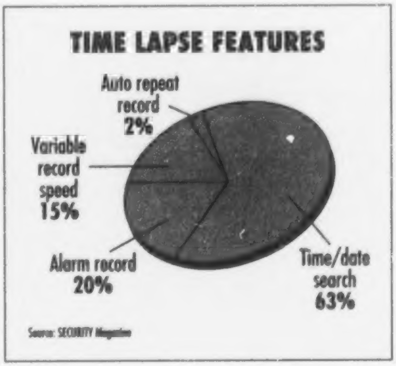
"With this feature, a user can review all alarms received, for example, between 2:00 p.m. and 3:00 p.m. on a certain date," he says. Otherwise, users might have to step through each alarm one by one.

In addition, users can view every field, and there are two fields to a frame.

A forward and reverse time-date search generates substantial interest from end users, according to Gyyr, a division of Odetics in Anaheim, Calif.

"Our unit allows the user to search to the exact time and date when reviewing the videotape," says Tom Pappageorge, director of marketing and sales. "Security personnel don't need to spend hours searching through tape when they can do it in minutes."

Other time lapse features are also emerging. Bob Schindler, national sales and marketing manager for the CCTV Division of Toshiba in Wayne, N.J., says his company plans to introduce several new units, including one that will focus on ATM banking security. — ***Deborah L. O'Mara, Contributing Writer*** ■



Source: SECURITY Magazine

With so many images crunched onto one tape, most time lapse owners find search functions invaluable.

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Video Bus Drives Modular Design

The basic security requirements for any kind of campus are similar to a large commercial complex.

In both, many buildings each require alarm and camera inputs. Such large numbers of alarms and cameras don't make home-run wiring — from the controller directly to the unit being controlled — cost effective.

The best design for economical installation and future system growth is a video bus design. A network of fiber optic or coaxial cable or any combination thereof connects one switcher to the

Video's Operational Requirements

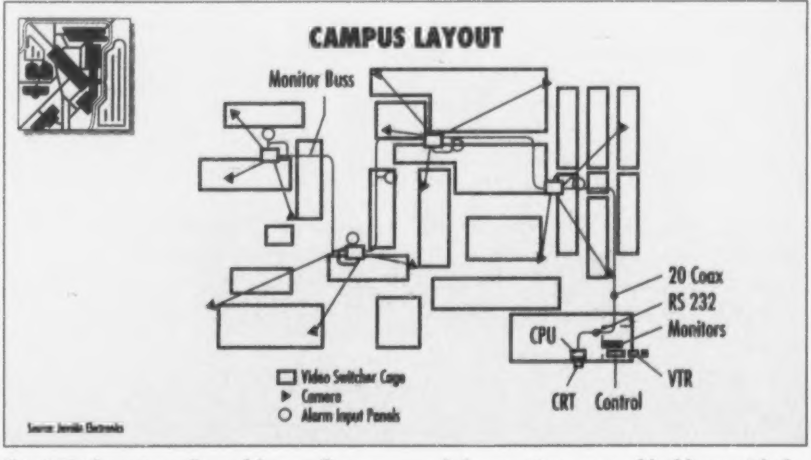
1. Users should be able to call up any camera on any monitor.

2. Any camera within an alarmed area should automatically switch to a large monitor and record the event.

3. Area detection is important to allow time for video recording of incidents.

4. Parking areas require both general area coverage and a method to sense an alarm.

5. Design should offer the operator the most information from the field with the least amount of effort. Video multiplexers, time lapse records and integrated security video/audio can help.



Source: Javelin Electronics

This CCTV layout, configured for a college campus, links sensitive areas of buildings with the campus police station.

ZALUD REPORT

Trends and directions buyer planning.

Campus Crime Too Low: Victim Groups

Initial media analysis of just-collected campus crime figures, as mandated by the federal Student Right to Know and Campus Security Act, shows what campus security officials expected: Campuses are safer than the communities in which they reside.

Early last month, the Associated Press studied 580 of the largest colleges and universities — out of about 2,200 schools which must report crime statistics. The news organization counted 4,000 violent crimes, including 16 murders and 493 rapes, 2,528 aggravated assaults, 928 robberies, 5,081 car thefts and 15,313 burglaries in 1991.

It is estimated that the AP-surveyed campuses cover about 5.6 million students.

Also as expected, victim groups don't believe the low crime rate, suggesting that students just aren't reporting crimes, especially rapes and attempted rapes and that the law has a loophole — crime off-campus. The National Victim Center, Security on Campus Inc. and various local rape counseling centers all have expressed skepticism. ■

Hotel Security Gets Doubled Pressure

With insurance companies and an influential association pressuring for basic guidelines in hotel and motel security, the recent drum-beating by Mark H. Beaudry, director of security for Westin Hotel at Copley Place, Boston, is a catchy tune.

Several months ago, Beaudry kicked off serious discussion within the hospitality industry with a self-funded survey of hotel security directors nationwide.

"The results show our industry needs and will accept a certification program for safety and security professionals," he tells The Zalud Report in an exclusive interview. Beaudry's deed has possibly spurred certification action by the American Hotel Motel Association (AHMA), traditionally skittish about the topic of hotel safety.

"I am now working with Chris Longstreet, AHMA's Education Institute Certification Manager. The group has written to me — they are interested in starting up a program," says Beaudry.

The AHMA wheels may not spin fast enough for some. The association plans on conducting its own survey before embarking upon a certification program.

In a related move, the influential American Society for Testing and Measurement (ASTM) has established a task force which will recommend security practices — especially systems and equipment — for apartment buildings, hotels and motels. ASTM action follows a study of inadequate security lawsuits which discovered more than half involve these facilities.

Guideline development will go through the ASTM standards writing Committee F-12 on security systems and equipment. Involved in the project: Allan M. Apo with the American Insurance Services Group, Inc., New York, N.Y. and Norman D. Bates of Liability Consultants, Inc., Framingham, Mass. Bates has gained recognition for his studies of security-related lawsuits.

The F-12 Committee plans to meet first in Miami in mid-November and it encourages involvement from members of the security profession and from practitioners serving apartment buildings, hotels and motels. ■

For More Information

Beaudry's Certification Drive	Circle 211
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ASTM F-12 Task Force	Circle 213
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Liability Consultants, Inc.	Circle 215

Voter Dilemma: Prevention or Control?

The sharpest differences in the U.S. Presidential election are the ways George Bush and Bill Clinton are split on fighting crime.

Whether it's carjackings, drug dealing or family values, the Bush folks push more controls. The Administration's crime control legislation stresses more and stricter punishments for street crimes, extension of the death penalty, limiting rights of prisoners and expanded property confiscation prior to trial.

The Clinton camp calls for more use of prevention programs. Stressing community policing, it wants to put 100,000 more police on the streets, expand federal crime assistance, use gun control as crime prevention and get tougher on white collar crime.

The more balanced Clinton approach has an added hook for those wanting change: the need to reduce taxpayer cost by reducing the causes of crime. That's prevention. — ***Bill Zalud*** ■

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